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# THE AMERICAN

## ELEVATOR AND

# GRAIN TRADE

Printed in U. S. A.

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879

Established 1882

PUBLISHED BY  
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XLVI

431 South Dearborn Street, Chicago, Ill., July 15, 1927

NO. 1

### Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

**McKenna & Strasser**

**GRAIN**

60 Board of Trade  
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GRAIN DRIERS  
FEED MIXERS  
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**BAD ORDER CARS**

cause the loss of many hard earned dollars to shippers of grain and feed. MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

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**THE KENNEDY CAR LINER &  
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SHELBYVILLE, IND.

Canadian Factory at Woodstock,  
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WE are specialists in the manufacture of both cast tooth and cut tooth gears. Our list of patterns of cast tooth gearing is probably the most complete in the country. By the process of machine moulding we are

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CAPACITY { 200 Lbs. Coal  
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Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.

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Executive Offices and Factories  
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Manufacturers of Mechanical Rubber Goods of all kinds.  
Specialists on Conveyor and Elevator Belting

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You can't get horses down in the pit with a

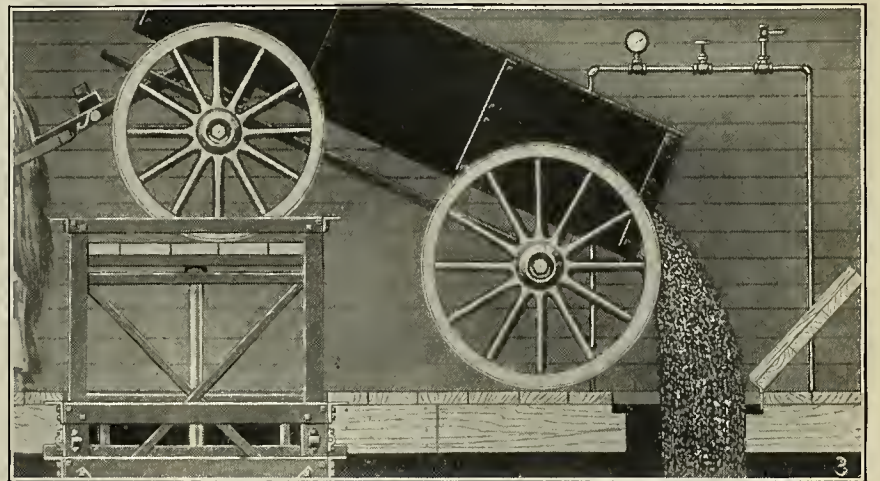
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## All Steel Truck Lift

because there are no pit openings of any kind

A Kewanee All-Steel Truck Lift is the *safest truck dumping outfit you can buy*. It is safe for horse drawn vehicles as well as trucks. Unlike some other truck dumps, it is impossible for a horse to get down into the pit—because there are no pit openings of any kind. And even a "skittish" team can't back, nor pull a wagon or sled off the lift.

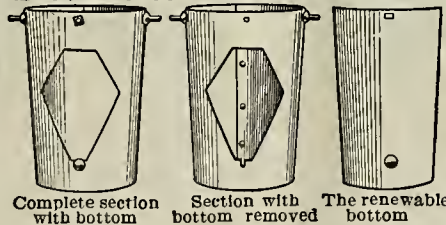
When you are dumping a horse drawn vehicle you don't need to remember to unloose any latches. The lift frame is the *only part that moves*, and the team stands on the solid floor. Every-thing is automatic. The lift frame rises flush with the floor, so there are no cracks into which a horse can get his foot. A heavy steel apron, permanently attached to the moveable lift frame, back of the team, prevents a horse from sticking his foot in the lift frame and getting it caught.



Before the lift rises the Safety Device—an exclusive Kewanee feature—automatically rises and surrounds the wheels, *making it impossible to pull the wagon or sled off the lift*.

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Use a Kewanee Renewable Bottom Spout and when the bottom wears slip in a new one. We guarantee each Kewanee section to wear out 12 bottoms and the bottoms are made from a special analysis steel—tough and long wear- ing. If you wore out a set of bot- toms every year the replacement cost would be little—renewable bottoms for 8" size and smaller cost about 37½ cents. And it's far less expensive to buy new bottoms than to replace entire spouts or try to patch them.

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Give us the outside diameter, or outside rectangular measurements of your down spout, and length of spout wanted. We will ship you a Kewanee. Use it a month, six months or a year. If it's not satisfactory to you return it and we'll refund your money.

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Gentlemen:

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Also: Send me, on trial, a Kewanee Re- newable Bottom Grain Spout.

Length of Spout wanted.....feet

Outside diam. of my down spout.....in.

Round.....; Square.....;

Name .....

Address .....



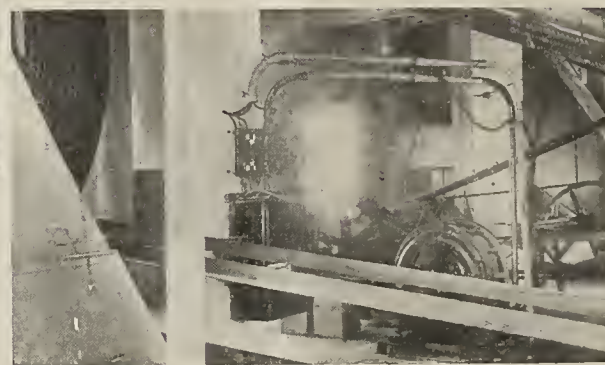
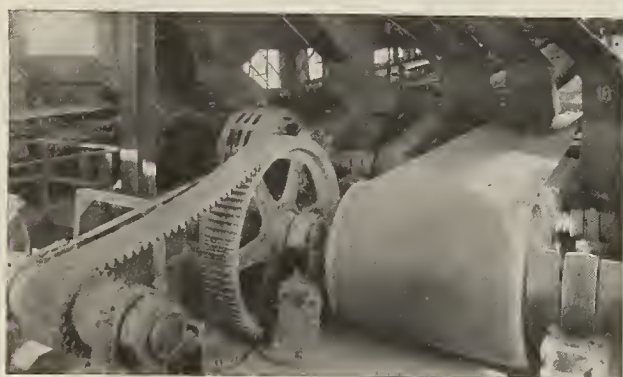
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Morse Silent Chain Drives serve with the highest efficiency in every type of elevator transmission service.



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LEFT: MORSE SILENT CHAIN DRIVE TO CONVEYOR IN B. & O. ELEVATOR, BALTIMORE, MD.

RIGHT: MORSE SILENT CHAIN DRIVE FROM MOTOR TO JACKSHAFT IN SUNSET ELEVATOR, GALVESTON, TEXAS.

Morse Drives are 98.6% efficient, positive, flexible, ideal for short centers. One-tenth or 5,000 H. P., the same dependable results are possible.

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### WHITE'S GRAIN CAR DOOR OPENER



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No complicated parts to get out of order

Strong and substantially constructed  
Made entirely of forged steel  
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Comments from some of the users:  
"We find that it is one of the best devices of  
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"Your Car Door Opener is all that you claim  
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"The fact that we have ordered another is the  
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*familiarly known as the*  
NEEDLE SCREEN

Ideal for separating slim grains and small seeds from fat kernels. In its descent, the grain tumbles over a series of vibrating needle screens. Seeds and thin, light, underweight kernels drop through the spaces between the needles. The larger, heavier, sound grain rides over the ends of the needles and comes out CLEAN.

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Self-acting      Requires no power      No moving parts

A splendid machine for separating

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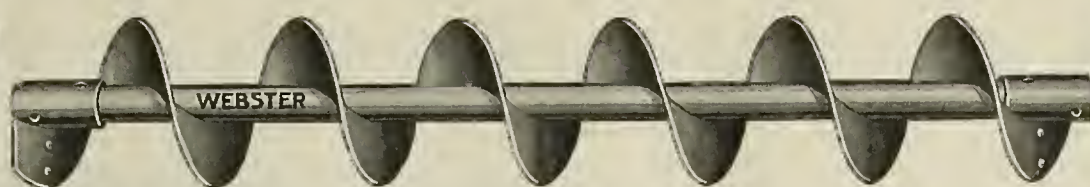


"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY





Buffalo Elevator Bucket



Steel Screw Conveyor



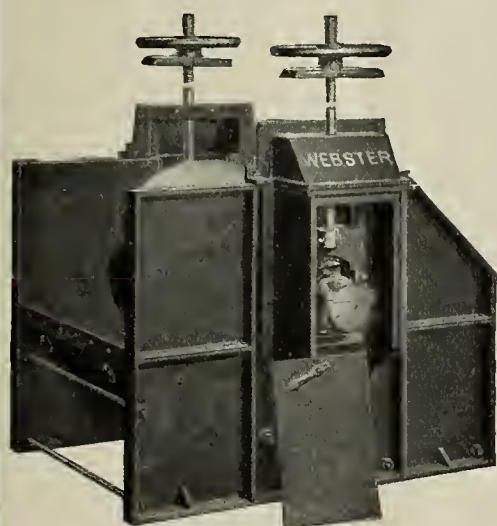
Empire Elevator Bucket



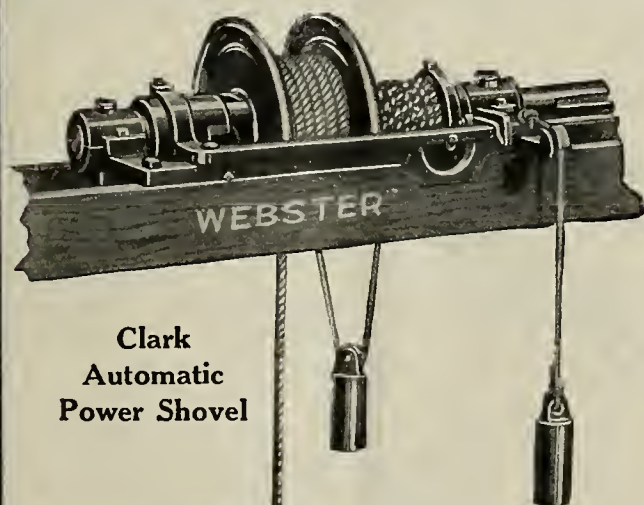
Mosher Bag Holder



Champion Flour Scoop



Elevator Boot



Clark Automatic Power Shovel



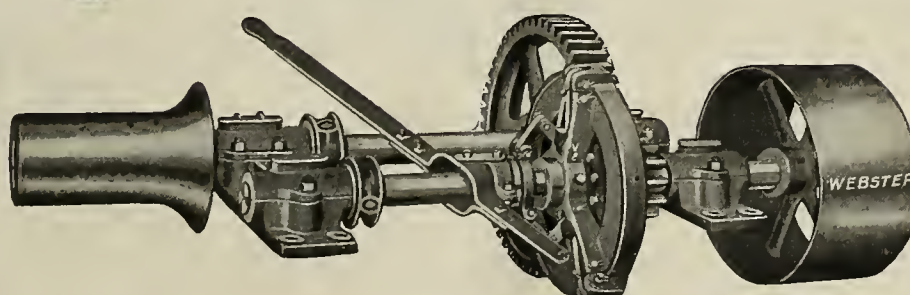
Sprocket Wheel



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WHETHER your requirements are for elevator buckets, sprockets, chains, bearings, friction clutches, elevator boots, car pullers, grain scoops, power shovels, or complete equipment for handling grain, flour and feed, Webster offers you an opportunity to obtain the best.

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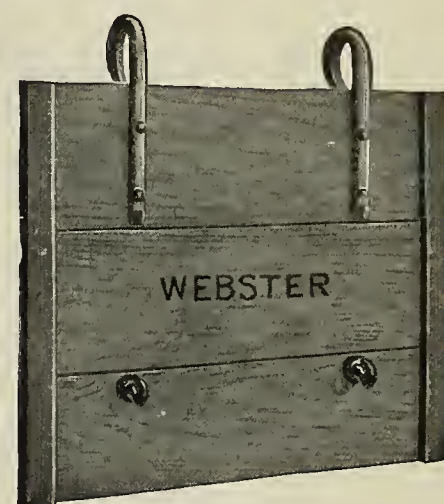
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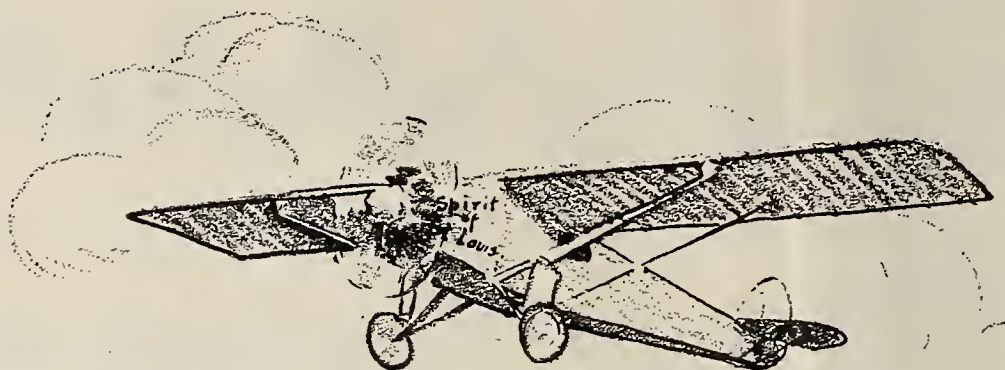


Car-Loading Spout



Power Shovel Scoop





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**Langenberg Bros. Grain Co.**  
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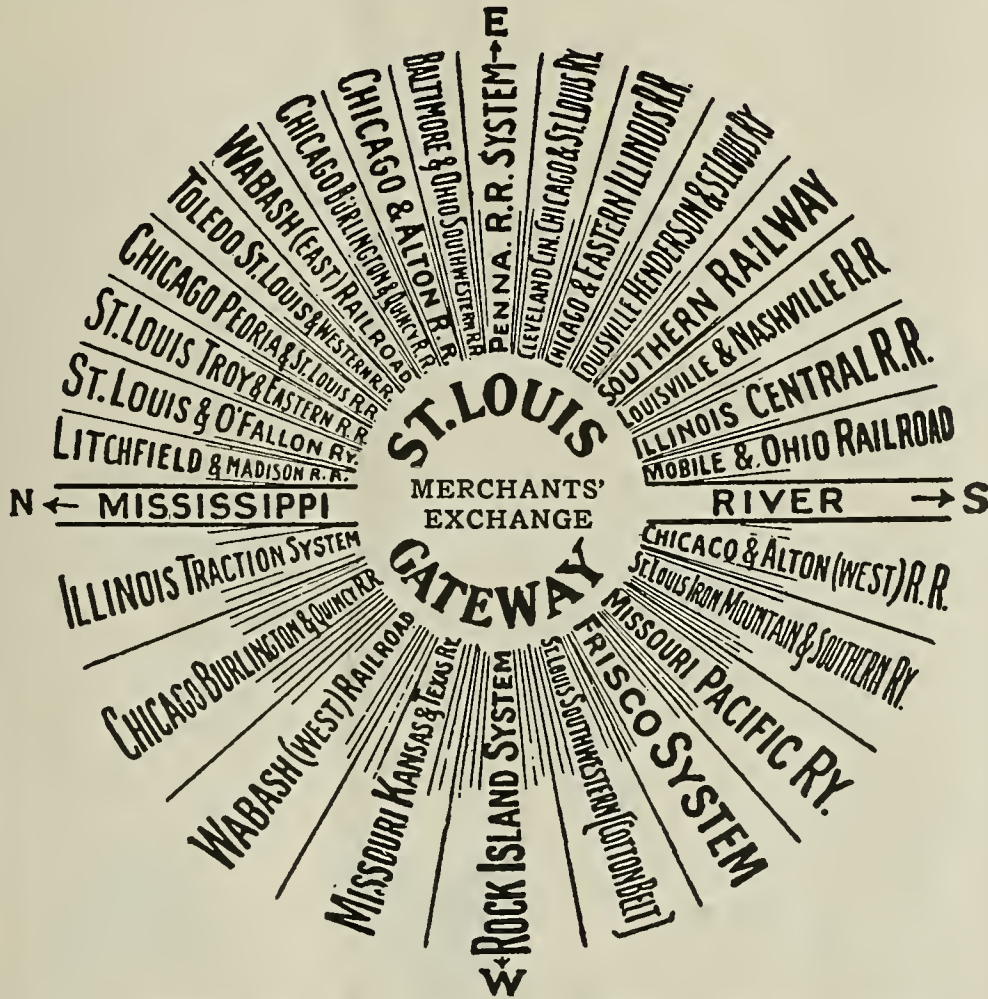
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More than One Hundred Million  
Bushels of Grain Received  
Annually

Movement of Grain by Barge  
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Within a radius of 25 Miles—Center of Corn Production.  
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Write Us for Full  
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A long established house, energetic, enterprising and alert for your interests.

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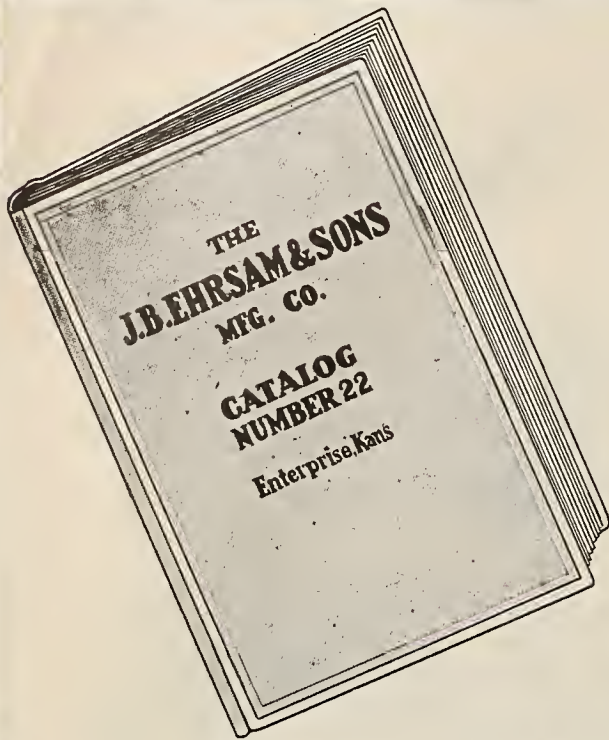
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Wheat always available. Millers for years  
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*The Winter Wheat Market*



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Equipment is as good as can be produced. Expert "Ehrsam" Engineers will be glad to counsel and advise with you on your equipment problems—without obligation. Why not write us today.

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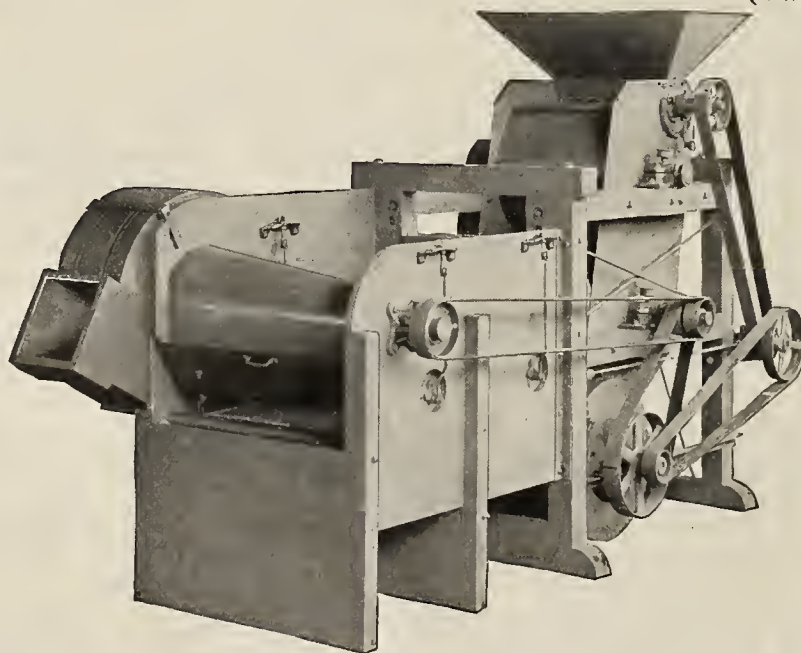


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A Profit Maker  
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Produces Oat Groats Suitable  
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**HULLS OATS THOROUGHLY—SEPARATES KERNELS FROM HULLS**  
EFFICIENT LARGE CAPACITY SMALL POWER

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Established 1860

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*That's what Sheppardsville Roller Mills, Sheppardsville, Ky., says of the "Jay Bee" Mill*

"Jay Bee" users will tell you that the "Jay Bee" is the only mill to buy for fine, fast economical grinding, of any grain or roughage. Here is proof:

"We consider the 'Jay Bee' without a peer in the feed grinding class. It enables us to duplicate any feed on the market from products grown at home." J. B. Patton, Fairgrove, Mo.

"The 'Jay Bee' has been a trade builder and money-maker since its installation. Have not spent a penny for repairs. It will do everything claimed for it." Lena Grain Co., Conover, O.

"The 'Jay Bee' mill has increased our feed grinding business and commercial feed sales. It's the best investment we ever made." Neosha Valley Mills, Chautauque, Kans.

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The "Jay Bee" delivers larger capacities with less horsepower than any other mill. No burrs, knives, rolls, nor breaker plates. Manganese steel hammers, each having sixteen cutting edges reduce friction to a minimum—keep upkeep cost down—replacement parts few.

"Jay Bee" units are complete, compact and automatic in every respect. Feeding, grinding, relieving mill of finished product is completed in one continuous operation. Eliminates the use of auxiliary conveying equipment.

"The 'Jay Bee' is the master mill among all other mills that I ever saw grinding all kinds of feed and whole wheat flour. You certainly have the best feed mill in the world. You may put this on record." T. B. McGehee Tullahoma, Tenn.

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Built in two sizes, No. 2 with 30 h. p. motor; No. 3 with 50 h. p. motor, each operating at 3450 r. p. m. under full load.

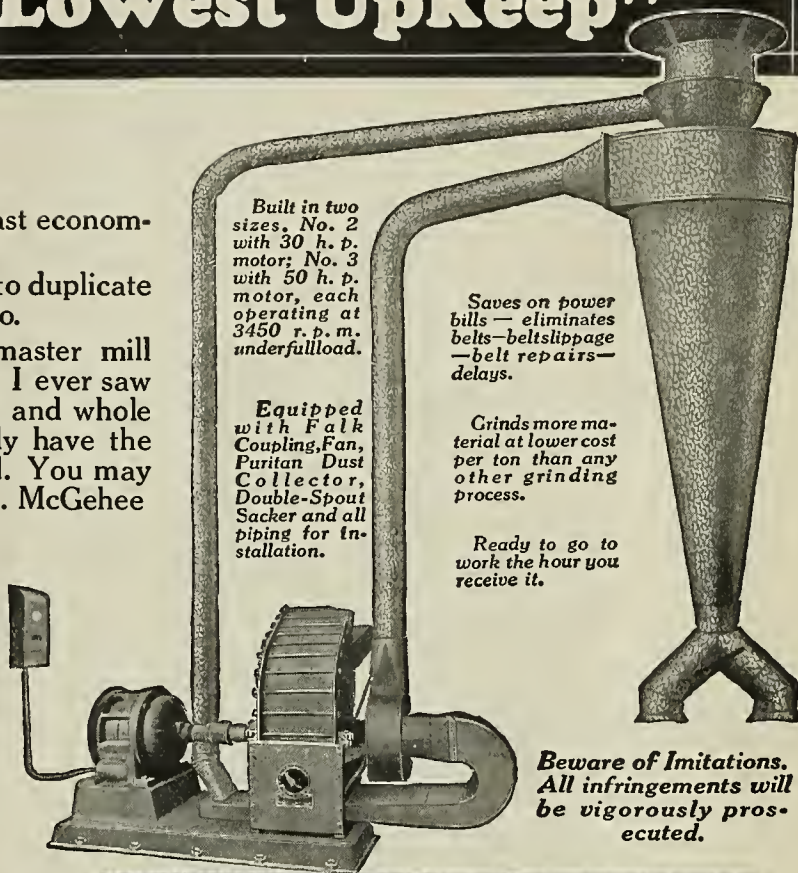
Equipped with Falk Coupling, Fan, Puritan Dust Collector, Double-Spout Sacker and all piping for installation.

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Grinds more material at lower cost per ton than any other grinding process.

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Used everywhere.

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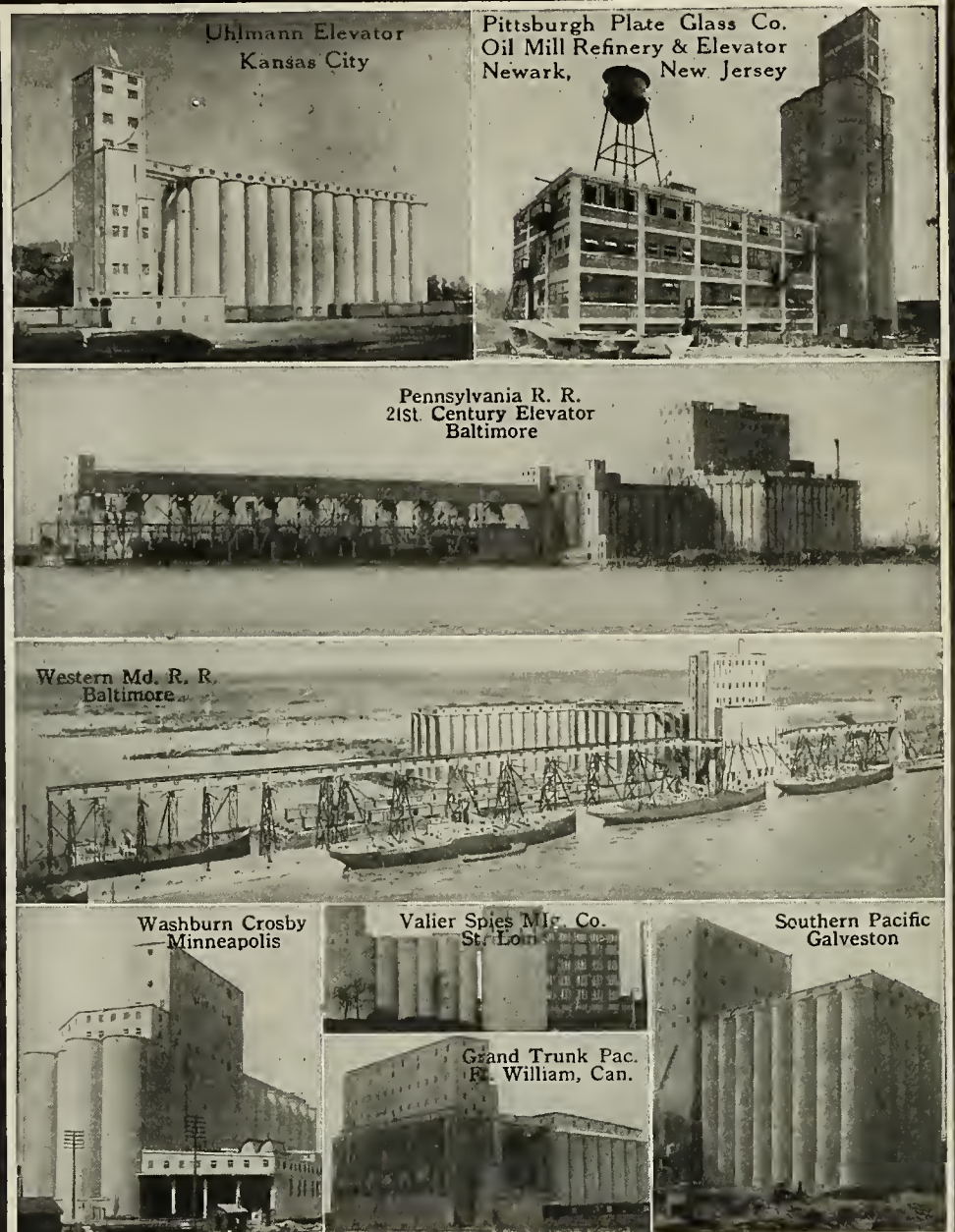
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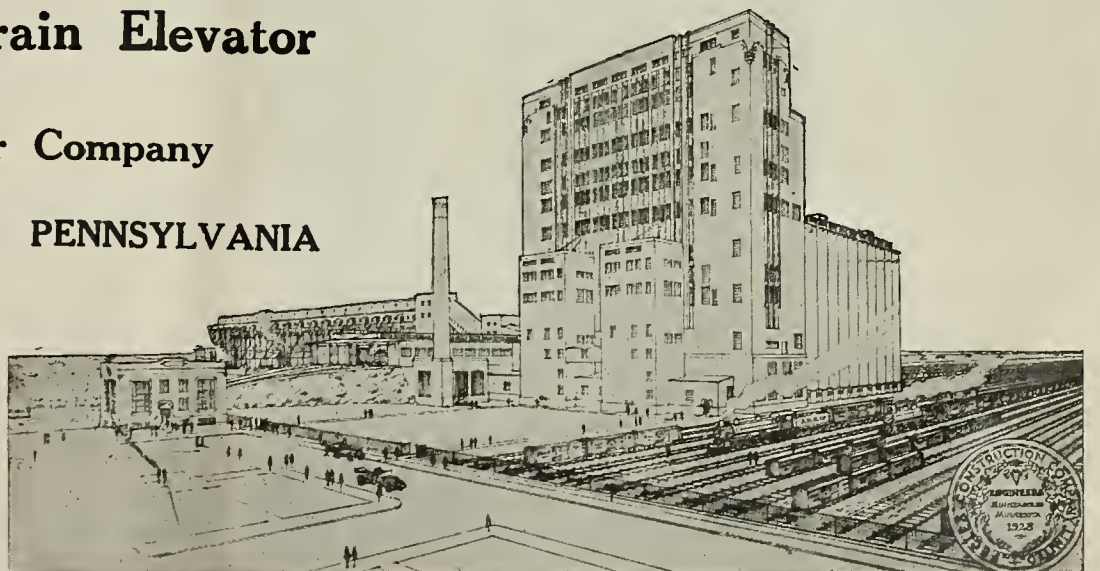
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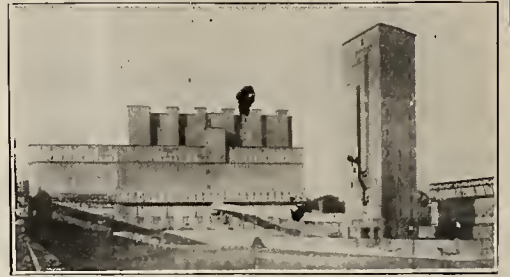
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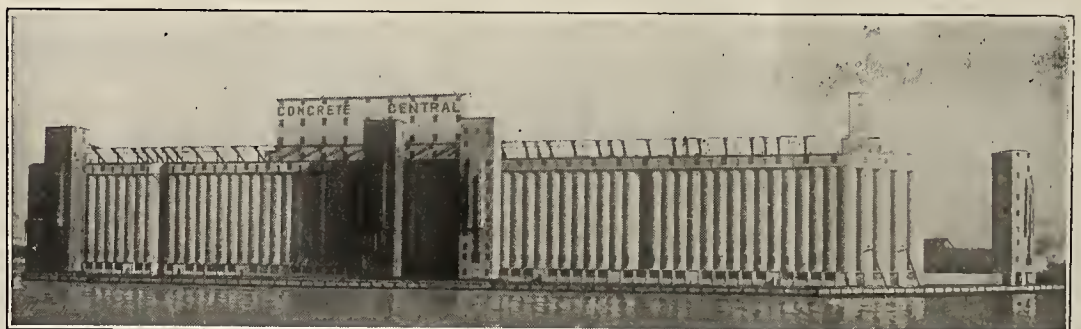
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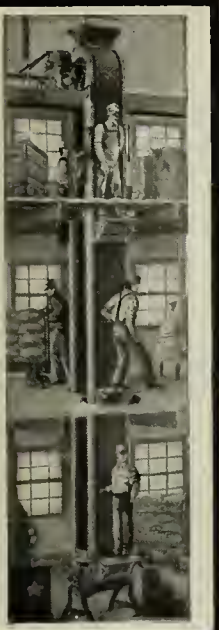
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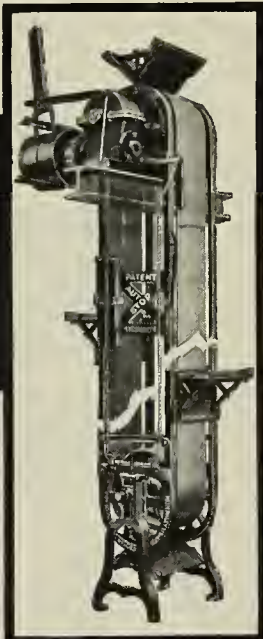
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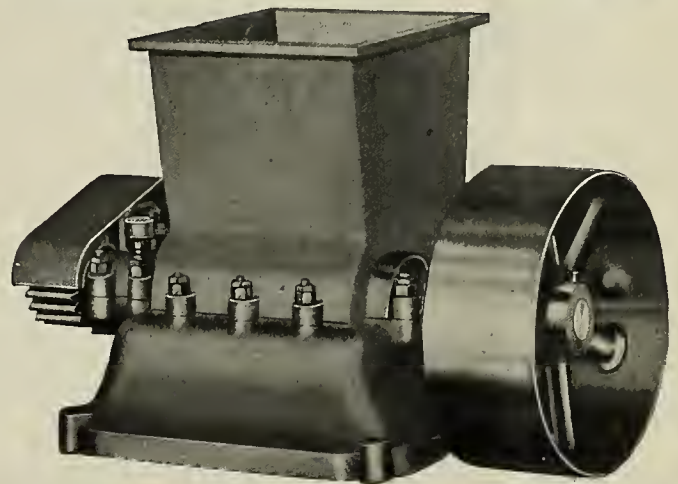
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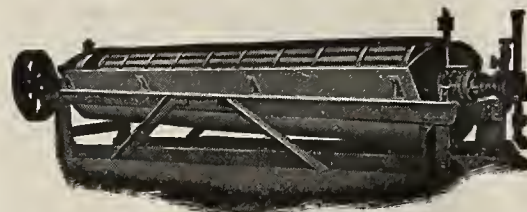
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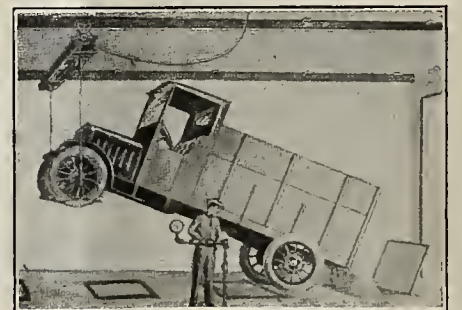
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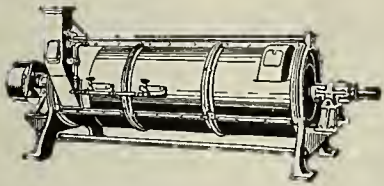
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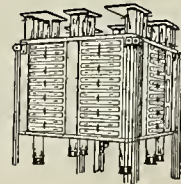
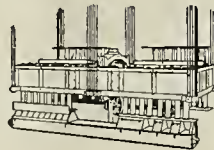
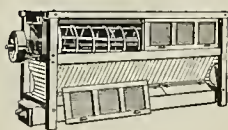
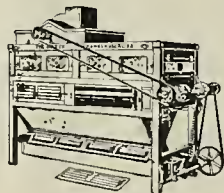
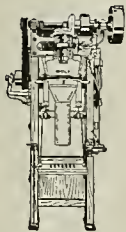
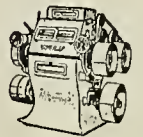
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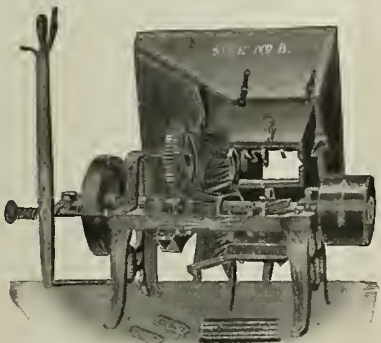
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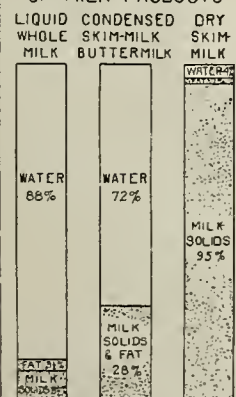
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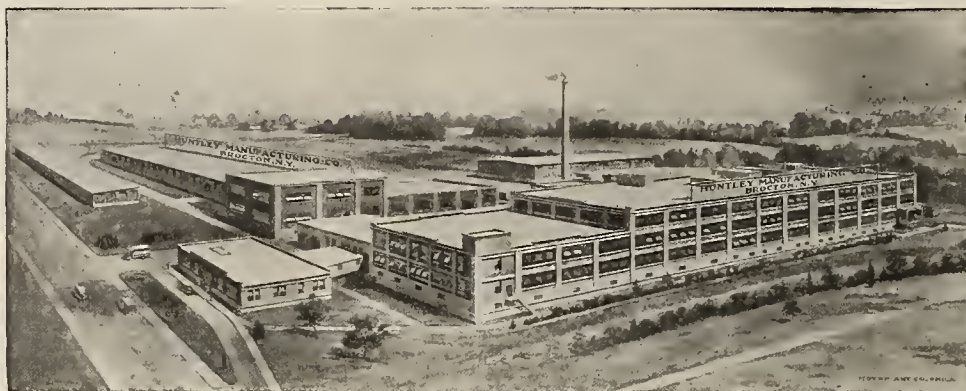
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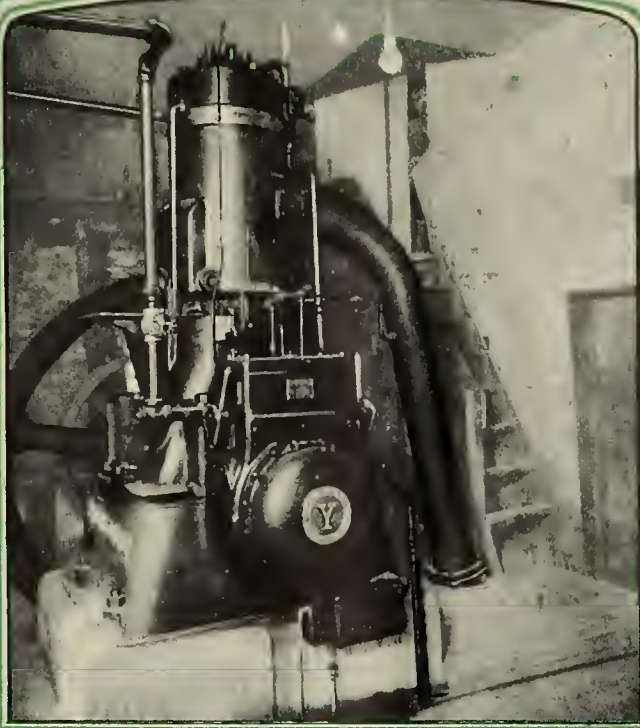
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**T**HE operating conditions of feed mills call for a type of power that is always ready for service, that effects maximum economy when in operation, yet involves no expense when shut down.

No other form of power measures up to these conditions so fully as does F-M Diesel power. It asks no "demand charge" when not operating, it requires no getting up steam, and when in operation it delivers power with the efficiency and economy that is found only in the Diesel engine.

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"Our engine" (a 60-hp. F-M Diesel) "is driving a 24-in. Dreadnaught

Feed Grinder and started operation Sept. 20, 1926. We were able to check up closely Jan. 20, 1927, and in those 4 months we ground 16,819 sacks of custom grinding, besides our own grain for resale which we do not charge against the grinder. Our cost for fuel, lubricating oil and all operating expenses was \$150, which was less than 0.9 of a cent per sack. It cost us from 2½ to 4½ cents per sack, with an average of nearly 3¼ cents per sack, to grind feed with electric power."

Never forget that in addition to Diesel economy, the F-M Engine also makes a substantial saving in maintenance costs due to its unmatched simplicity of design and uncompromising quality.

Ask for bulletin, "Economy of Diesel Engine Power."

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Established in 1882.

VOL. XLVI

CHICAGO, ILLINOIS, JULY 15, 1927

NO. 1

## Badger State Has New Terminal Elevator

New Chicago & North Western Concrete Elevator Adds Nearly A Half Million Bushels to Grain Storage Available at Green Bay, Wis.

JUST as the southward swoop on the map made by Lake Michigan has created a railroad center at Chicago, so—on a smaller scale—the dip toward the bottom of the map by Green Bay has created a center of sorts in Wisconsin. Here the C. & N. W., the C. M. & St. P. and the G. B. & W. railroads come together. At this strategic point there had been an elevator, but it burned, and so recently the decision was made to erect a modern fireproof house. The Chicago & North Western Railway owns the house which was recently completed at Green Bay, Wis., and it is being operated by the Cargill Elevator Company.

The total storage capacity of the elevator is 403,700 bushels. This is divided so that six of the tanks have a capacity of 39,100 bushels each, two have 38,900 bushels, three interspace bins have 8,750 bushels each, one interspace bin has 8,450 bushels, 16 cleaner bins have 3,350 bushels each, and one shipping bin can handle 3,000 bushels. The floors and roof are of reinforced concrete, the roofs covered with four-ply tar, pitch and gravel.

The inside diameter of each of the storage tanks is 25 feet, and they have walls seven inches thick. The cylinders are arranged in two rows, 51 feet 10 inches in width and with an aggregate length of 139 feet 7 inches. The height of the unit is 178 feet. Two of the bins at one end have been subdivided into quarters. The Zeleny Thermometer Company, Chicago, Ill., has provided the system for insuring regulation of temperature and the plant is fully protected in this respect.

An iron cupola extends over eight of the cylindrical tanks, and this contains two 36-inch belts that extend into the bin floor of the head end of the elevator. Each belt has a worm driven tripper, and under the tanks will be found two 36-inch shipping belts, each spouting to either leg, so that grain from any bin in the house (or all bins in the house) can be diverted to either leg for mixing purposes.

The house has been furnished with steel bin bottoms, which are a feature of the modern houses constructed by James Stewart & Co., Inc., Chicago, and these contribute toward economy of construction as well as assuring a strong dependable storage unit.

Two tracks and four receiving sinks are housed in the track shed. This building has a structural steel frame and has been covered with galvanized

iron. A two-drum car puller moves the cars. On each drum there is 500 feet of six-strand, 19-wire,  $\frac{7}{8}$ -inch plow steel cable. A 36-inch belt conveyor under the tracks delivers to both elevator boots; and red and green signal lights have been installed.

Electricity is used as a means of furnishing power. Double squirrel-cage motors with high torque and low current at starting, and equipped with dust-proof and self-oiling bearings are in use. The motors were supplied by Fairbanks, Morse & Co., Chicago, and the current is 440-volt, three-phase, 60-cycle.

A 100-horsepower Type "HJ" 1,200-r.p.m. ball-

control this motor, thus making it possible to slacken the cable when necessary.

A cleaner floor in the two end tanks part way up provides for the working house. Each of these tanks has four bins above and four below. The two elevator legs have 72 by 32-inch head pulleys and 30-inch belts of six-ply rubber. Two rows of 8 by 14-inch buckets, staggered,  $9\frac{1}{2}$ -inch centers, are "V" shape. The belt travels 850 feet per minute and is driven by a 100-horsepower motor with helical cut reduction unit, each set consisting of a flexible coupling, pinion shaft and bearings, leg head shaft and gear on same, gears and pinion mounted in an oil-tight housing and running in an oil bath.

Fifteen thousand bushels per hour is the capacity of each of the two legs. Each discharges into its own garner, of 2,500 bushels capacity, below which is a 2,000-bushel hopper scale with turnheads for reaching the different bins adjoining, the shipping bins, the two car spouts and the two 36-inch storage conveyors on the bin floor. The weigh-beams are set on the bin floor so that the weighman can set the turnheads and take care of the weighing, thus eliminating one extra man from the operating force.

A No. 15 warehouse separator and a 1,500-bushel oat clipper were furnished by the Huntley Manufacturing Company, Brocton, N. Y., and these have been placed on the intermediate cleaner floor. Grain can be spouted from the cleaner floor from either of the four bins above the cleaner, which is located in the tank nearest to the dock spout, by means of fixed spouts. When the plant is not cleaning, 13,400 bushels additional storage space is available and can be used for shipping bins.

At the cleaner floor level, there is a dock spout for loading grain into vessels. There is another dock spout at the other end of the storage. From the bin floor to the cleaner floor and from the cleaner floor to the basement by-pass spouts have been provided, so that all of the bins above and below the cleaner and clipper can be used for working house bins by by-passing around the cleaner. Grain can be drawn from any of the bins above the cleaner or clipper and spouted to the leg by means of the by-pass between the cleaner floor and the first floor. Cleaning and clipping can go on for a long time without the service of a leg. The far scale will



NEW CHICAGO & NORTH WESTERN RAILWAY COMPANY ELEVATOR AT GREEN BAY, WIS.

bearing motor goes with each of the legs; and the clipper has a 75-horsepower Type "H" motor direct connected to the machine, 450 r.p.m. For the cleaner, there is a 15-horsepower ball-bearing motor, Type "HJ," running 1,500 r.p.m., belt drive. Spur gears (with a cut cast iron gear and bakelite pinion) drive all of the belt conveyors. The belt under the track shed has a 10-horsepower motor and the others are equipped with 15-horsepower motors. A 20-horsepower slip-ring motor serves the power shovel. The car puller is operated by a 40-horsepower Type "HH" ball-bearing slip-ring motor which is equipped with special resistors to afford easy starting conditions. A double throw switch for reversing purposes has been provided to



reach two of the shipping bins, and the near scale will reach all four.

The Budd-Sinks Dust Prevention System has been installed, and elevator legs, garners and scales are so equipped. A fan on the motor shaft creates suction where dust is separated from the grain. The fan takes power only when at full speed, the elevation of grain then requiring less power, so that it is not necessary to have the leg motor any larger to operate the dust prevention system.

A spiral stairway in the work house extends to the head floor, and an employees' manlift extends from the basement to the bin floor.

The plant was designed and built by James Stewart & Co., Inc., Chicago, under the direction of W. R. Sinks, manager of the grain elevator department, and T. D. Budd, chief engineer. The deck spouts were supplied by Sprout, Waldron & Co., and the Weller Metal Products Company furnished the leg casings, dust bins, conveyor supports, circular stairs and miscellaneous structural steel. Elevator leg equipment, aside from steel casings, was supplied by the J. B. Ehram & Sons Manufacturing Company, Enterprise, Kan., who also furnished all belt conveyor equipment, eight power shovels, car puller, two worm gear trippers, the large head pulleys and special boots.

It is interesting to note that the concrete work was started on October 1 last, and the scales of the new plant had been tested and grain was in storage by January 1.

## PLANE FLEET FOR RUST

The new model of a rust spraying airplane, flown by Lieutenant T. M. Shieds, of the Royal Canadian air squadron, was the object of special attention the last week in June, when it taxied up to the Cleveland, Ohio, airport hangars for refueling. The plane was enroute to Winnipeg. Of special design, the airplane is one of a fleet of similar machines to be used by the Canadian Government to spray grain fields throughout the Dominion in an effort to eliminate wheat rust.

## GRAIN INSURANCE SOLD

An agricultural crop insurance company, in Topeka, Kan., sells wheat insurance. If it has cost a farmer \$10 an acre to grow his crop and he receives only \$8 an acre for it, such insurance may repay him the two-dollar deficit. "I have been working on a wheat mortality table," says the man who started this type of insurance, "for several years, and have worked it back for 15 years by counties. The insurance rates are based on that table."

In spite of the liberal rates provided on the basis of this actuarial chart, each field risk is carefully inspected, and if the moisture in the fall does not give a reasonable indication that the seed will come up, the company refuses to write the policy. Insurance is written from sowing time to May 1, after which date both the farmer and insurance man know fairly well whether there is to be a crop or a failure. Crop insurance is not uncommon in the East, and its popularity there, it is said, was responsible for the business developing in the Southwest.

## NORTHWESTERN GRAIN VIA THE BARGE ROUTE

On August 15, the upper river barge service of the Mississippi-Warrior Line is to open, and as a result it is predicted that millions of bushels of grain will be diverted from Atlantic ports to New Orleans. Approximately 410,000,000 bushels of grain are being exported out of the Northwest each year from Duluth to Montreal. This volume, says W. W. Morse, of Minneapolis, Minn., in charge of the new barge service, can be transported by water to the Louisiana port at the same rate now effective over the lake route.

The ocean rates from New Orleans are the same as from the Atlantic Seaboard, Mr. Morse points out, and the shipping distance is about the same.

The big advantage to the shipper, however, will result from the steady movement of cargo. Each year at the height of the grain movement, the port of Montreal becomes jammed with freight. Delay results to the shipper, and ocean rates go up. The grain shipping season, from April 21 to November 21, does not conflict with the cotton movement and will help in carrying over the slack season of the New Orleans port.

## LOUISIANA YIELDS SHOWN

Egyptian wheat of the Shallu variety yielded bountifully at the North Louisiana Experiment Station in Calhoun, the past season, producing about 50 bushels to the acre. The Sagra variety, in use throughout the state of Mississippi, yielded 52.43 bushels per acre. Only the heads were harvested, which threshed out only about 90 per cent grain. From a 40-acre corn field in Calhoun, La., 52,158 pounds were harvested, representing a production of 18.57 bushels per acre.

## LONG CONTRACT FOR POOL

Following the news that the attempt to establish a five-year contract pool in Australia has failed, the Saskatchewan Grain Pool, largest of the three western pools, announces that it has secured signatures of a "sufficient number" of grain growers to insure its business continuing until 1933. Contracts are being received covering the five-year period beginning in 1928.

This is the pool which absorbed the Saskatchewan Co-operative Elevator Company, the strong central share company of the farmers, with their large terminal possessions at Buffalo. An announcement from pool headquarters at Regina states that no canvassing was necessary to secure this result.

## INLAND EMPIRE GRAIN BEST IN 40 YEARS

The danger period for growing wheat in the the Inland Empire of the Pacific Northwest has passed, and according to A. W. Lindsay, president of the Fidelity National Bank of Spokane, Wash., the 1927 wheat prospect has not been excelled in 40 years. The prediction is based on special reports, and personal observation in the field. The 150,000 square miles of wheat lands, including eastern Washington, northern Idaho, western Montana, and parts of Oregon, show great promise, high yields being foreseen for both high and low priced lands.

The wheat crop in the territory mentioned may go easily 20 per cent above normal. Washington State Winter wheat alone gives indication of a 31,000,000-bushel crop, as compared with the 19,500,000 volume in 1926.

## REBATE CASE HEARD

Full arguments have been made in the United States Court of Appeals before Judges Manton, Learned, Hand, and Swan, in the case of Spencer-Kellogg & Sons, Inc., of Buffalo, N. Y., *versus* the United States Government. The prosecutors accuse the elevator company, as announced when the complaint was filed, of violating the Elkins Anti-Rebate Law in that, out of allowance made to it by the railroads for elevating grain from lake boat holds, into their cars, the company paid half the allowance to shippers. The rebate is alleged to have been made as a reciprocation to the shippers who so routed their grain that it would pass through the Kellogg elevators.

The Government was represented before the bench by E. B. Collins, special assistant to the Attorney General, and formerly an attorney in the Interstate Commerce Commission's bureau of inquiry.

The elevator corporation argued, in effect that, fundamentally, the Elkins Act was directed against the payment of rebates and the granting of con-

cessions and discriminations by common carriers or by an agent acting for them. In this case the elevator did not act for the carriers but against their protest. Notwithstanding that fact the elevator corporation was found guilty in the trial court, and fined \$11,000.

Collins, for the Government, argued that the Elkins Law was designed to prevent a particular result—namely, the transportation of property at lesser rates than those named in the carrier tariffs and provided for the punishment of any one who bore such a relation to interstate transportation as might enable him to accomplish the result forbidden by statute. Collins said that by the device of paying shippers something out of the allowance paid by the elevator company for the performance of a part of the transportation service, the aim of the law was defeated.

## DURUM ACREAGE UP

On the basis of an average yield of 12 bushels per acre, the production of Durum wheat this year will be about 66,000,000 bushels. Farmers of the Ninth Federal Reserve District which includes Montana, the Dakotas, Minnesota, and small sections of Wisconsin and Michigan, reported to the Government that the total acreage for Durum is 5,534,000. This is the second largest acreage on record.

The resulting harvest will be more than twice the domestic requirement for Durum, and approximately 36,000,000 bushels will be forced to the ports.

## BRAZIL'S GRAIN CROPS

By L. C. BREED

In cereals, corn is more extensively cultivated in Brazil than wheat. This is demonstrated by statistical data; the annual production of corn as reported, averages 5,000,000 tons, while for wheat the figures are 66,500 tons. A feature of the agriculture of Brazil is the custom of specializing in the production of its staple crops in the various regions of the country. For example, wheat is the chief agricultural interest in Rio Grande de Sul, while in the valleys of Minas, corn is the principal product; three-fourths of the entire crop is credited to that region. It is confidently predicted by authorities on Brazil, that as it is such a magnificent corn country, when its people learn to use agricultural machinery, wonderful crops will be produced. Within 10 years the sale of farm machinery was started on a considerable scale, and it is steadily increasing.

## FEDERAL ENDORSEMENT OF FUTURE TRADES

The weight of the United States Government again was thrown on the side of grain futures trading when W. J. Kuhrt, economist of the Department of Agriculture, addressed the American Institute of Co-operation in Chicago. Failure of country elevators properly to take advantage of the hedging facilities provided by grain exchanges is responsible for losses incurred by grain growers, said Mr. Kuhrt. He declared there were two principal problems of hedging confronting the average farmers' elevator.

The first is its failure to keep closely hedged at all times, either intentionally in the hope of accumulating profits from favorable price changes, or unintentionally because of ignorance or lack of adequate records, and, second, losses or gains from "spreads" between cash and future prices incurred by the use of futures for hedging purposes.

Mr. Kuhrt said research by Government agencies had shown that in the Spring wheat area in 1924-25 and 1925-26 only a very small proportion of the elevators studied kept closely hedged, that is, under 1,000 bushels either "long" or "short." Instead, he said, there was a tendency on the part of elevators studied to be "long" on the markets on all grades throughout most of the marketing season and because of this tendency losses or gains on unhedged grain were important factors in determining gross trading income in 1925-26.



## Some Hopeful Aspects of Agriculture

An Address Delivered Before the National Foreign Trade Convention at Detroit, Which Created Marked Interest

By HON. JAMES P. GOODRICH

**T**HE subject of my address seems out of harmony with the current thought of the day. Judging by the utterances of those who claim to speak for the farmer, there is no hope for him, except through the enactment of laws, unsound in principle, extremely difficult of administration and promising no permanent solution of his problems.

Since the latter part of the Nineteenth Century there has been a steady increase in the drift from the farm to the city.

Prior to the World War the slogan "Back to the Farm" was used in vain to stop this tendency. The danger of this movement is more apparent than real. The movement toward the city tends to bring about a better balance between production of agricultural products and the consumption power of the cities; and within certain limits is by no means a dangerous tendency.

Before our entrance into the war there had been a steady rise in agricultural prices to feed the millions engaged in that great struggle. After our entry into the war in 1917, the rising prices, the patriotic impulses of the American farmer, brought self interest and patriotism together, led to the expansion of the products of the American farm to an unusual degree, and a rapid increase in land values followed the rising price of farm products.

A nation-wide era of land speculation followed. Men bought land at inflated values and mortgaged it for far more than it was worth prior to the war. The opinion freely was expressed that land values would never again decrease to anything like the pre-war basis; that the day of permanent high prices had arrived; that consumption had overtaken production in America and we could look for the European level of land values.

Along with the increase in land values came a large expansion in banking facilities. Banks were started where there was no legitimate excuse for their operation. In Indiana the number increased until we had one for every 2,000 people; in Iowa the number increased until they had one for every 1,400 people.

Many banks began, either directly or indirectly, to speculate in real estate. Credit was extended to men whose farms were mortgaged for from 50 to 75 per cent of their inflated values, often taking second mortgages after mortgage companies had been induced to loan their limit. Hundreds of banks in the agricultural section of the country failed. The professional farmers who point to these defunct banks as evidence of the farmer's situation, overlook the fact that many thousands of banks in the same section of the country pursuing sound banking methods did not fail, are going along serving their communities and contributing in a constructive fashion to the restoration of agriculture.

A careful study of the situation in the western and northwestern states where bank failures were most numerous clearly shows that the cause of the failures was, in nearly every instance, due not to deflation of values so much as it was to unsound methods and mismanagement of the bank's affairs. Much of the agitation for unsound Federal and state legislation today comes from the bankers who hope either to be relieved from their own folly or to establish an alibi for their incompetence and unsound banking methods.

The inevitable reaction followed. The American farmer found a continued demand from war devastated countries for about 18 months after the war ended and continuing to produce at the war ratio naturally developed a large surplus, met competition from a restored European agriculture and from Australia, Argentine and other distant grain producing countries. The result was that the price of farm products and especially grains broke to within 20 per cent of the pre-war average, while everything the farmer had to buy was far above the pre-war level. This was due to several

facts: First, and most important, the rise in wages.

In addition to this, freight rates, which are directly reflected in prices of farm products, are more than 50 per cent above the pre-war rate. The heavy income tax to pay the war debt, the rising cost of state and national government, the increased capital costs and overhead; all tend to maintain manufactured goods and merchandise above the pre-war level and out of line with the value of raw agricultural products.

The agricultural problem is with us. It is a real problem. Some solution of it must be found. Some have insisted that it can only be solved through some price fixing device that will enable less than half of the American farmers to dump their surplus upon the world market and stabilize prices in this country at a level that will restore



HON. JAMES P. GOODRICH  
Winchester, Ind.

the relative value of farm products to its pre-war status. They offer no effective way to regulate production. Yet increased prices of farm products will just as certainly lead to over-production now as they led to over-production during the war.

In the face of the present price of wheat, which they assert is too low to pay cost of production, millions of acres more wheat were sown in 1926 than in 1925 in the principal grain growing states, so it is evident that in these states, at least, an alleged and unprofitable price does not prevent an increased acreage. Anyone who is not in sympathy with their scheme is classed as an industrialist, as if the manufacturer, the merchant and so-called industrialists of America are not as much interested in the progress of agriculture as the farmer himself. He is their chief customer. They know without his success no sound and enduring prosperity can come to the country.

In every agricultural crisis advocates of unsound theories are bound to rise. In the '70's when agriculture was depressed, fiat money was to be the solution; a flood of green backs was to restore agriculture and lift prices to the Civil War level. In the depression of '92 and '97 the remedy was free silver; its adoption was to destroy the gold standard, inflate the currency and permit the farmers to pay their debts in 50-cent dollars.

These two doctrines, which, if put in practice, we

now know would have destroyed American agriculture and industry, received greatest support from the very sections of the country which are now advocating an unsound price fixing measure for the relief of agriculture.

### WHAT IS THE REMEDY?

"But," it is asked, "is there no remedy?" "Is agriculture to descend to that stage when America will be a land of deserted farms, or to a 'peasant state' because of the unproductiveness of agriculture?" It is said, "the wise men of the East" admit the condition, but they offer us no remedy. They concede that a serious disease is afflicting the body of American agriculture, yet have no medicine to give us beyond suggesting that we must "work out our own salvation." The truth of the matter is that the most important and fundamental things have been done for agriculture. Through the land banks the smallest farmers can borrow money at rates that compare most favorably with the rates paid by the largest corporation. He has been freed from the limitations of the anti-trust laws so as to permit the utmost freedom in regulating production and distribution through his co-operative organizations. The Tariff Commission has used all its lawful powers to limit the importation of competitive agricultural products and the government will continue in every reasonable way to aid the farmer in working out his problems.

Personally I think the plight of the farmer has grossly been exaggerated. No other business could have survived the storm of pessimism that has swept over American agriculture since 1920.

Agents of farm organizations representing but a small per cent to the real "dirt farmers"; bank officials who have, contrary to all sound banking principles, loaded their banks with real estate, second mortgages and other speculative assets; politicians whose main purpose has been to "catch the farmer vote" have all joined the anvil chorus, telling the farmer he is headed straight to bankruptcy, that he soon is to sink to the level of the European peasant; that his condition is steadily growing worse, that he is being discriminated against in legislation and administration; and that his only hope is through the enactment of laws that seems to many of the farmers and nearly everyone else utterly unsound and unworkable.

This has continued until as the Secretary of Agriculture recently said: "A lack of confidence in the stability of Agriculture has retarded expansion and improvement of farm conditions." Isn't it just possible that the sun still shines, that same ray of light may be seen through the gloom; that there is some hope for the American farmer?

I am convinced that there is. The American farmer, protected as he is in the possession of the best home market in the world, in spite of these Jeremiahs, is slowly but surely working out his own problem, through diversified farming, better marketing organizations, and a more intelligent adjustment of production to market demand.

### THE MISLEADING PRICE INDEX

The agitator points to the price of corn at 60 cents a bushel and insists that it cannot be produced for that price, but less than 15 per cent of the corn is sold upon the market, less than 3 per cent of it exported. The farmer who converts his corn into hogs, cattle, butter, poultry and eggs is not much concerned about the value of the corn which he does not sell. If he must buy it to feed to his stock, then for him the cheaper it is the better. There has not been a time since 1923 when a bushel of corn manufactured into any of the refined products instead of selling for 60 cents a bushel would not bring at least \$1.20, and today even more than that. The importance of the corn and wheat market to the American farmer is becoming less each year. The price index about which we hear so much does not tell the true nor the whole story.

The cost of automobiles, gasoline, fertilizer, principal debt, interest, agricultural implements are not among the items included in determining the index number, yet these items represent a very large per cent of the farmer's total expenditures.

Keeping in mind the fact that from 80 to 85 per



cent of corn, oats and the coarser grains and feeds are fed out on the farm and not sold, 100 pounds of meat, dairy or poultry products will purchase and for the past two years would have purchased more automobiles, gasoline, agricultural implements, fertilizer, sugar, coffee and paid more interest and principal than prior to the war, or at any other period in the history of the country except the period of peak war prices.

It is not surprising therefore to find that in localities where farmers are diversifying their crops, converting their grain into the various meat products and instead of selling it, selling meat, butter, eggs and poultry; they are prospering and going ahead in spite of the cloud of pessimism that surrounds them.

I care not what they say, I know from my experience in my own county, an agricultural county in Indiana, that hundreds of farmers in the county are not only making a living, but accumulating a surplus and those in debt are liquidating their debts. Our bank deposits have doubled within the past 10 years and at the last report showed \$4,866,988.46 of deposits, nearly \$1,000,000 in excess of the peak of 1919 and 1920. The condition of the farmers of Randolph County is illustrated by a letter from Oren Ross the leading auctioneer, who cries about all the sales of livestock in our county, from which I quote: "I have been crying public sales since 1907 and the change in conditions has been very noticeable. The greatest number of sales were during the war period, as people were selling farms at high prices and moving out. The average credits given were six to nine months, and notes given at from 50 to 60 per cent of the gross sales.

"Since 1924 I have sold from four to five hundred thousand dollars each year. From 80 to 90 per cent and often more pay cash, and I have cried many sales where less than 10 per cent of the total sale was represented by notes. The farmers of Randolph County are paying cash for what they buy."

## GETTING BEHIND THE STATISTICS

For the year ending July 1, 1926, we sold out of that county 4½ million dollars' worth of cattle, hogs and sheep, \$965,000 of poultry and eggs and \$615,000 of butter and butter fat and but \$150,000 of corn. I am acquainted with one farmer's wife in Randolph County who a few days ago told me with great pride she had sold \$1,015 worth of poultry products from the farm in 1926, and expected to increase her sales this year, while her husband operates an 80-acre farm. Hard times will never come to that family. We must at times go behind the statistics to get the real truth of the situation, for statistics do not always reveal the whole truth, too often are prepared to establish certain preconceived ideas.

To illustrate: The agriculture census for the year 1925 prepared by the Government shows the total aggregate value of all live stock and poultry in Randolph County, Indiana, on January 1, 1925, to be \$2,843,908. After deducting the value of horses, mules and poultry, the total value of cattle, swine and sheep in that county was \$1,691,864, yet during the year 1925 one single firm, the Winchester Union Stock Yards, shipped out of Randolph County a total of \$2,871,260 of cattle, swine and sheep. It is perfectly clear that this report did not show one-half the actual market value of the wealth of our farmers.

The Winchester Union Stock Yards Company in 1926 shipped direct to the packers out of our county \$3,265,860 of live stock, bringing the farmer and packer in direct contact, at a gross charge to the farmer of less than 1 per cent of the amount paid by the packer. This company will furnish any farmer, owner or tenant, live stock to feed, delivering the stock at the then market price and when fed out repurchase them at the market.

In almost every instance this has enabled our farmers to realize from \$1.20 to \$1.50 per bushel for his corn.

Experienced feeders in our county tell me they can make money under present conditions feeding corn to hogs at 7 cents per pound.

Our farmers, with the exception of a few who do not diversify, are no longer much interested in

the price of corn except that the more provident are able to buy of their neighbor's corn at 60 cents and sell it for at least twice as much when fed into live stock. I am confident the same situation obtains in every county in our state where diversified farming generally is practiced.

## FACTS OF FARM PROGRESS

The rapid progress of diversified farming in Indiana is shown by the figures:

Butter increased from 26,636,520 pounds in 1914 to 55,765,652 in 1925, or 215 per cent.

Milk increased from 51,067,066 gallons in 1914 to 304,794,320 in 1925, of 598 per cent.

Cream increased from 5,421,888 gallons in 1914 to 20,498,984 in 1925, or 360 per cent.

Evaporated and condensed milk increased from 13,577,188 pounds in 1914 to 45,577,188 in 1925, or 313 per cent.

It is significant that while our dairy herds have increased but 20 per cent during the last 10 years, the milk production has increased 40 per cent.

The poultry products have increased just as rapidly.

It has been a long time since I spent a part of a summer on a farm in the Skunk River Valley near Mt. Pleasant, Iowa. From the stories that come from that great state one might think that Iowa farmers were bankrupt, her banks all broken, her farms deserted, all because corn the largest product of the Iowa farmer, was only 50 cents a bushel and nothing but price fixing by Congressional action would save Iowa from utter destruction.

Isn't it time that some loyal son of Iowa was calling attention to the fact that the per capita wealth of Iowa in 1926 was \$3,539, nearly double the average of the United States.

That the farm cash income last year was \$718,000,000, an average of \$2,821 for each family. That only 8½ per cent of this was from corn. That her poultry products amounted to double and her dairy products to nearly four times the value of her corn sold. That her farmers marketed in 1926, 10,702,000 hogs, 1,899,000 cattle, 862,000 sheep, 289,000 calves and 32,000,000 poultry, to produce which she fed 400,000,000 bushels of corn, at a net return of much over \$1 a bushel. That the value of the poultry and dairy products alone for last year was \$204,477,000. That her loans from Federal banks have decreased from \$98,636,000 on December 11, 1920, to \$6,794,000 on February 17, 1927. That her loans from the War Finance Corporation had decreased from \$24,000,000 on May 1, 1922, to only \$22,000 on January 1, 1927. That the deposit in her 1,427 banks and trust companies on December 31 last was \$881,065,915.76, as against \$442,110,916.96 on December 31, 1914.

That only one single county, Clayton, with a population of 24,406, and only one town over 1,000 last year sold \$2,467,283.85 worth of butter and 2,064,374 dozen eggs. That the money on deposit in her banks December 31 last was \$13,759,689.92, or \$573.15 per capita, and that 97 per cent of all the corn raised was not sold but manufactured into hogs, cattle, dairy and poultry products. That Iowa's 28,841,587 poultry, 1,314,000 dairy cattle, 9,530,000 hogs, 2,715,000 stock cattle, 1,077,000 sheep, 1,111,000 horses and 99,000 mules, on her 208,789 farms operated by an intelligent industrious lot of American farmers are going along creating the wealth of princes each year paying their debts and storing up a surplus for the year in spite of price indexes and calamity howlers.

## INCREASED PRODUCTIVITY

A study of the gross income by group of commodities strikingly illustrates the advantage of diversified farming and the progress being made in that direction. In 1910 to 1920 grains sold constituted 19 per cent of the farmer's income. In 1925 to 1926 it constituted but 13 per cent, a decrease of almost one-third. Meat animals in 1919 and 1920 represented 21 per cent of the farmer's income; notwithstanding the decrease in price in 1925 and 1926 it represented 22 per cent, and the actual amount realized from meat animals in 1920 to 1926 was 82 per cent of the amount realized at peak prices in 1919 and 1920.

Dairy and poultry products constitute 23 per cent of the gross income in 1919-1920; 29 per cent in

1925-1926 and the total income in 1925-1926 was 99½ per cent of the income in the former period.

Fruits and vegetables constituted 11 per cent of the gross income in 1919-1920, 13 per cent in 1925-1926, and the amount realized in 1925-1926 was 93 per cent of that realized in 1919-1920. It is interesting to note that the increase in dairy products from 1918 to 1924 has been in Iowa 83.3 per cent, Minnesota 83.8 per cent, Wisconsin 87.4 per cent and North Dakota 136.6 per cent, while the increase in the entire country for the same period has been from \$818,175,000 to \$1,356,080, or 65.7 per cent. The farmers of these four typical states are apparently headed in the right direction and working out their own salvation.

The high price of corn during the war period not only increased the acreage planted, but through improved methods of agriculture, stimulated more intensive cultivation and increased the production per acre.

In Iowa, the greatest corn state in the Union, the average per acre from 1909 to 1913 was just 34 bushels, from 1914 to 1920, a period of exceedingly high prices, it was 46 bushels per acre, and from 1921 to 1925 it was thirty-nine and seven-tenths bushels per acre—an increase for the entire period over 1909 to 1913, of more than 30 per cent. In other words, Iowa with 75 per cent of the 1913 acreage planted in corn in 1925, could have raised the same number of bushels as it did before the war.

## COST OF PRODUCTION

In a corn contest in my own county a few years ago extending over a three-year period, keeping accurate records, the cost of raising corn varied from 23 cents a bushels to as high as 47 cents a bushel.

The U. S. Bureau of Agricultural Economics has made exhaustive studies for the purpose of determining the average cost of producing corn, wheat, pork and the various farm products.

A study of these reports issued in 1926 taken from the investigation of 25 to 50 farms in 1922, 1923 and 1924, reveal the fact that in arriving at the average the most extreme variations in cost were used. In most cases the cost data used varied from 200 to 300 per cent.

To illustrate: They found the average cost of producing 100 pounds of pork in Indiana in 1922 was \$6.61 per hundred, in 1923 \$8.20 and in 1924 it was \$9.45. But in each year the cost varied from \$4 to \$599 per 100 pounds from one group, extending on up to as high as \$11.99 per 100 pounds for another, and in some cases as high as \$17.99 per 100. It is as perfectly clear that the groups of farmers who produced pork at from \$4 to \$5.99 per 100 pounds would prosper, as that the group where the costs ran above \$10 per 100 pounds would fail.

We carried on in our county a few years ago for a three-year period five-acre corn contests where all items of cost were taken into consideration, including interest and depreciation, and found the cost of raising corn varied from 17 to 27 cents per bushel; a variation of as much as 5 to 10 per cent in cost in any other business except farming would drive quickly the high cost man into bankruptcy.

It is obvious that we cannot by legislative feat create conditions in America where the inefficient can succeed in agriculture or any other branch of industry.

The \$12-a-hundred hog man and the 27-cent corn man must give way to the \$5 and the 17-cent man; the one must fail, the other succeed. The one will fall an easy prey to the political demagogue and cry out to the Government to save him from his own incompetence, while the other will go on and succeed.

The farmer complains of the increase in freights. It must be admitted that the increase has moved him farther from his market and freight now consumes 20 to 30 per cent of the value of grains shipped, but if, instead of shipping grains, it is converted into cattle, hogs, poultry and dairy products the freight then is but 2 to 3 per cent of the value of poultry and dairy products and 5 per cent of cattle, hogs and sheep.

Unmistakable evidence of the improvement exists



on every hand. In the increased sales of mail order houses in the Granger States, in the collection of old accounts and sales of implements by the International Harvester Company and other American implement concerns; in the sales of lumber and paint to repair old buildings and construct new ones; in the increasing use of tractors and combines; in the automobiles registered by farmers, increasing from 2,316,000 in 1920 to 4,852,000 in 1916; an increase of 105 per cent as against 110 per cent for the entire country, showing that the farmers are keeping pace with the city in the number of autos in use; in the increase in the production of dairy and poultry products. The total value of poultry alone reaching last year nearly a billion dollars and the dairy products following close behind, together only lacking one-half of one per cent in value, all the grains sold from the farms of America; in the increase of the gross income from farm products from 7,085,000,000 in 1921 and 1922 to 9,891,000,000 in 1926.

With the assurance that the government will aid him in working out a carefully built and improved marketing system under his own control, the American farmer, in spite of the prophets of evil, is facing a future, bright with promise and full of hope and working out his own salvation by diversifying his activities, increasing the productivity of the soil and live stock, cutting his costs and moving toward a permanent agriculture conducted in such a way as to increase the fertility of his soil and afford a reasonable return for his labor and invested capital.

## KANRED WHEAT PRODUCES RECORD YIELD IN ARGENTINA

Two hundred tons of Kanred seed wheat, a variety developed at the Kansas Agricultural Experiment Station from seed brought from Russia in 1900 by the United States Department of Agriculture, was seeded in Argentina last year, outyielding the varieties commonly grown there by 50 to 100 per cent.

The trail of Kanred wheat—from Russia to Kansas to Argentina—is pointed out by the Department as an interesting example of how rapidly a new variety of a staple crop may become widely disseminated and assume large commercial importance far from its place or origin.

Kanred wheat is an improved variety of the Hard Red Winter class. It is a pure line selection from a shipment of the Crimean variety brought from Russia by the Department in 1900. It was first grown commercially in Kansas about 1917, and it is estimated that more than 4,000,000 acres now are grown annually in Kansas and adjacent states.

## THE "BLUE SKY"

By M. L. HAYWARD

"Cash is simply out of the question," the Michigan customer declared.

"And so is waiting any longer," the Michigan grain merchant informed him.

"Now, I'll tell you what I can do, and all I can do," the customer averred. "Here's Henry White's note in my favor for \$300, and that will pay your bill and leave \$15 to the good. The note has only three months to run; I'll endorse the note for you, you receipt the bill, and pay me the difference."

"Endorse the note quick," the merchant agreed, and reached for his receipt book.

The merchant's willingness to accept this proposal was due to his knowledge that White was perfectly good for 10 times the face of the note, but, when the note fell due, White refused to pay, and the merchant sued.

"The note was given for stock in a corporation, the stock was sold contrary to the Michigan Blue Sky Law," White proved in court, and his lawyer contended that the note, therefore, could not be collected.

"That would be true, if the payee of the note were suing White, but it doesn't apply to a case like this where the merchant took the note before it was overdue, in good faith, for value, and with-

out any knowledge of the circumstances," the merchant's lawyer retorted, and the Michigan Supreme Court upheld this contention in a case reported in 194 N. W. Reporter, 535.

"This would undoubtedly have been a good defense as between the parties to the note, but when the note passes to the hands of a bona fide holder, that defense cannot be made. If the contention were the rule there would be very little protection for banks and people dealing with corporations. There is nothing in the statute which makes such a paper void in the hands of a bona fide holder. As a general rule, unless the law makes the paper void in the hands of a bona fide holder, the courts will not so hold," was the reasoning of the court in this instance.

## AN INDIANA FARMERS' ELEVATOR

Now that the Indiana grain dealers have just had their mid-summer meeting at Lake Wawasee and all the attendant festivities have been concluded, it is a fitting time to call attention to one of the country elevators in the Hoosier State that has been signally successful since the inception of its business.

Seven years ago, in 1920, the farmers organized



FARMERS GRAIN & SUPPLY COMPANY'S ELEVATOR, WINDFALL, IND.

the Farmers Grain & Supply Company, which owns and operates an elevator in Windfall, Ind. The superintendent in charge of this plant is John W. Pugh. It is a house of tile construction and is so situated that it has direct connection with the Pennsylvania Railroad. Not only is there a good volume of grain handled through this plant, but, as the company's name implies, considerable business is being done in certain side lines, notably coal and millfeed. A glance at the illustration on this page will give a general idea of the type of elevator maintained by the company.

The house has a storage capacity of 25,000 bushels, which is divided among 12 bins of the conventional shape. The receiving capacity of the elevator is about 8,000 bushels per day and the shipping capacity is figured the same. For cleaning grain, a Monitor, manufactured by the Huntley Manufacturing Company, Brocton, N. Y., has been provided. There is also a five-bushel Western Corn Sheller, made by the Union Iron Works, Decatur, Ill.

Electricity is used both for lighting the plant and as a means of operating the machinery, and there are eight electric motors in all, having an aggregate of 82½ horsepower. Two feed grinders have been installed to take care of this important end of the business. Chain and belt drives are used.

For the weighing department, there are two

small scales, a large one and an automatic scale supplied by Fairbanks, Morse & Co., Chicago.

Nearly a quarter of a million bushels of grain were handled by the Farmers Grain & Supply Company last year. The principal grains handled include corn, oats, rye and wheat. The other chief commodities which are merchandised as sidelines are coal, seeds, flour, tile and millfeed. The management regards the plant as "a good profitable live-wire place."

## WANTS MOISTURE "CORKED"

In sections of the Southwest where wheat was more or less a failure, on account of dry weather, there are thousands of fields growing nothing but weeds, reports H. M. Bainer, of the Southwestern Wheat Improvement Association. These fields carry an extra supply of deep moisture and will make good wheat land for next year, providing something is done right away to kill weeds before they draw out all the moisture. While the weeds are drinking the moisture, they are also using the plant food. No time should be lost in getting over these fields quickly with a disk, to be followed, by the middle of July, with a plow or lister, being sure to keep down all weeds, thereafter. By so doing, the subsoil moisture will be "corked up."

Experiment station records, as well as the results of practical farmers, all over the Southwest, show that July preparation for wheat will produce from two to seven bushels more per acre than the same kind of preparation in September. Wheat requires a firm seed bed which is produced by early preparation. This causes quick germination, immediate growth and a good stand, all of which are necessary to insure a big yield and good quality of wheat.

## ILLINOIS FARMERS ELEVATORS ON UPGRADE

Farmers elevators in Illinois have had a satisfactory year, financially, report George R. Wicker and Fred E. Ringham of the Illinois Agricultural Co-operative Association, after a preliminary survey and study of 87 elevator companies. The study was made on audits of the accounts of co-operatives and farm bureaus in the state from March 1926 to February 28, 1927. The 87 companies are located in 47 counties scattered throughout the grain producing area of the state. Ownership of them is vested in approximately 25,000 farmers. In the aggregate the assets amount to \$3,951,183.51 of which the stockholders' equity is \$1,852,920.48.

During the year the companies sold over 11,000,000 bushels of corn for approximately \$7,500,000,



about 5,000,000 bushels of oats for approximately \$2,000,000 and about 2,000,000 bushels of wheat for approximately \$2,500,000, and in addition handled approximately \$2,500,000 worth of merchandise in side lines.

Ten companies were reported in the insolvent group, although 37 elevators in the survey operated at a loss. Forty-eight had a surplus and 29 a deficit. Twenty-five companies had a taxable income over \$2,000 and the same number had a net income less than \$2,000.

A year ago, 42½ per cent of the companies showed net losses as compared with 47½ per cent the year before.

It was found that trading margins taken on grain sold, averaged 3.57 per cent. Hedging losses of .22 per cent reduced the income to 3.35 per cent. Merchandise sales were conducted on a trading margin of 11.69 per cent, making an aggregate gross trading income of 4.73 per cent. Operating expenses averaged \$4.12 per \$100 of sales, while other net expenses represented \$0.29 per \$100, resulting in a net income of \$0.32 per \$100 of sales.

## U. S. AND CANADIAN PRICE LEVELS COMPARED

A preliminary measurement of the margin between wheat prices in the United States and Canada, the specific analysis being confined to the last three crop years and chiefly limited to terminal markets, is contained in a survey just published by the Food Research Institute, Stanford University, Calif. The title of this survey, which appears as No. 7 of the third volume of "Wheat Studies" is "Comparative Levels of Wheat Prices in the United States and Canada," and numerous tables have been included along with a very comprehensive discussion.

A comparison of the prices of wheats at separate markets in different countries is made difficult by the fact that no two countries are comparable in respect to varieties, quantities and qualities of wheat, and regional relations of production, milling, freight rates and consumption. "The general statement that wheat prices tend to stand higher here than in Canada is quite inadequate," says the survey. "Wheat prices in the United States are greatly influenced, behind the tariff wall, by competition between different wheats, between wheats and other cereals, and between cereals and other foodstuffs. we are always exporting wheats and these must be sent out in competition with wheats from other sources of exports, at prices fitting into the range of world prices."

A section is devoted to possible bases of price comparisons, another to comparative prices of Spring wheats, another to comparative prices of Canadian Spring and American Winter wheats and another to tentative crop-price comparisons. Following these is a summary. In this summary, the following excerpt occurs:

The most significant and satisfactory price comparisons that can be drawn are those between Spring wheats of comparable qualities in the leading markets in the two countries—Minneapolis and Winnipeg. Under the present tariff on wheat, in the ordinary crop year when we have little Spring wheat for export and Canada has a great deal (and even if we have Winter wheats for export), the price margin in favor of the American Spring wheat averages about 26 cents a bushel. In particular periods of the year the margin is considerably higher or lower, chiefly because of seasonal variations in marketings and prices in each country. If one takes account of the volume marketed at prices prevailing in different parts of the year, the difference between weighted average prices in ordinary years tends to be somewhat higher, because of wide margins in months when Canadian wheat moves in largest volume. The tariff is undoubtedly a major factor in maintaining such margins. In a year of short Canadian crop, however, the margin tends to be reduced, and quite substantially if the American crops of Spring and Winter wheats are large and good. In such circumstances, the tariff has only a moderate influence. In any year, because of quality differences, the margin is likely to be smaller between the American and Canadian Spring wheat crops as a whole than between the prices of comparable grades, because Canadian Spring wheat averages distinctly higher in grade and quality.

Comparisons between terminal prices of American Winter wheats and Canadian spring wheats are much less satisfactorily made, chiefly because the wheats

are less readily comparable and the crop years are different. The evidence indicates, however, that in an ordinary year terminal prices of American Hard Winter and Soft Red Winter wheats stand above those of Canadian Hard Spring wheat, but that the weighted margins are smaller than between prices of comparable Spring wheats. Under certain circumstances, indeed, the price of Canadian Hard Spring wheat may stand above that of American Hard Winter wheat; of this the crop year 1924-25 afforded an illustration. In a year of short American crop, prices of typical American wheats may be expected to stand above the price of Canadian wheat to the extent of some 25-30 cents; of this the crop year 1925-26 afforded an illustration. As in the case of Spring wheats, the margins vary greatly within a year, because of seasonal variations in marketings and prices in each country.

At the conclusion, the authors of the survey (it was chiefly the work of Alonzo E. Taylor with the aid of Elizabeth M. Brand, and with some assistance

from Joseph S. Davis) have this to say:

Altogether there is no question that, with a substantial tariff duty on wheat imported into the United States for domestic consumption, wheat prices tend to stand higher in the United States than in Canada. The margins are usually quite substantial between Spring wheats of comparable milling quality, but rather less between the American Spring and Canadian Spring wheat crops as a whole. The margins are smaller between American Winter and Canadian Spring wheats of roughly comparable grades, and still smaller between American Winter and Canadian Spring wheat crops as a whole. The margins are highest in years of short American crops and large Canadian crops, as in 1925-26; when conditions are reversed, as in 1924-25, American wheats may average lower in price than Canadian, but this will rarely hold for comparable Spring wheats of the two countries. More definite generalizations are difficult to make in view of changing conditions from year to year and within each season.

## Hints to the Elevator Millwright

"Big Bill" Davis Tells How to Mend a Leaky Tin Roof, a Broken Wire Rope and a Defective Journal Bearing

By JAMES F. HOBART

"THERE is a tin roof on my elevator and it has got to leaking in more than a hundred places," said the elevator owner to "Big Bill" Davis. "It used to be a good roof and never leaked a drop for three or four years, but for a year or more that roof has been giving all kinds of trouble. It seems to let water through almost anywhere. I hate to go to the expense of a new roof this fall and I hope you can find some way of patching it so it will last through the coming winter."

In a few minutes the two men had climbed to the top of the grain elevator and were looking at a very rusty tin roof.

"Well, you let this go without painting until it has plumb rusted out," remarked Bill Davis. "That's what's the matter, for it was evidently a first class roof when it was built. You can't expect a tin roof to last unless it is kept well painted."

"Is there any way of repairing it, or will I have to stand the expense of a new roof this summer?" asked the other.

"I can mend the roof so it will last through the summer and winter at least, but after I get through with it you will have to keep the paint brush going pretty often or the roof will 'let go' altogether," answered Bill Davis.

### REPAIRING A TIN ROOF

That very afternoon Big Bill, finding the roof very dry, went up there with two men, a sack of Portland cement, some brooms and floor brushes, a garden watering-pot which carried a very finely perforated "rose" sprinkler, and two buckets of clean water. The dry cement was scattered as evenly as possible over the entire roof; then, with the brooms and brushes the three men swept the dry cement back and forth along the roof until the greater portion of the cement had disappeared. The dry powder had been worked down into the holes in the tin until little bunches of dry cement had accumulated under the tin wherever a hole had been formed.

The loose cement was swept particularly carefully along each seam in the tin, and not one sweeping, but many were made along the seams until it was certain that every hole had received all the cement that could be worked in. The remaining cement was then swept up and removed, and with the watering-pot, Big Bill personally sprinkled the entire roof, distributing the water as evenly as possible, and putting on enough water thoroughly to wet the roof and all the cement which had been swept out of sight into the cracks but not enough was used to run over the tin and wash the little cement piles out from under the tin. It was the intention to moisten all the cement, but not to wash out of place one particle of it.

As soon as the water had been applied rather sparingly, the roof was left alone, and nobody was allowed to set foot upon it until next morning, when the sprinkler pot was again brought into use and the roof given another wetting, this time most

thoroughly, and with no danger of washing out any dry cement, for all of that substance near the many holes had been wet and had therefore taken the "initial set" and was proof against all danger of being washed away by any amount of water which could pass through the cement filled holes.

The object of the second wetting was to supply such additional water as might be necessary to ensure the complete hardening of the cement, and further, to wet any dry particles of cement which might have escaped a wetting the night before.

The roof was then allowed to remain undisturbed for three or four days, until the cement had at least partially set—at least 30 days' time being required for full hardening of cement or concrete. After the roof had become well dried, it was given two coats of a good roofing paint, which more resembled a cement than a paint. An asphalt paint, or even ordinary lead and oil paint could have been used, but the roofing paint hardened into a coating which lasted for more than a year without further attention, when another coat made the roof waterproof for at least another year.

### SPLICING WIRE ROPE

A large derrick which was in use in an adjoining elevator was supported by four wire-cable guys and during the lifting of a heavy boulder into place in the new foundation which was being constructed, one of the guy cables broke, letting the big derrick fall. Luckily, no one was injured. The big stone had been barely lifted from the ground when the guy broke. The derrick mast fell into a tree, and was not damaged in the least.

Investigation showed that the wire rope had been spliced, the two ends being simply turned back upon each other and clamp-bolted fast. The two loops thus formed, were passed through each other so that when stress came, it tended to smash the wire strands and to shear them off. Had a steel grummet ring been placed in each of the loops, the cables or ropes could not have cut each other off, but no grummet was available, so Bill Davis hacksawed 30 inches of cable from one of the pieces, placed the short piece 15 inches past the end of one of the cables and applied the two bolt clamps from one of the broken wire rope loops. The clamps were removed from the unbroken loop of the other piece of cable and that portion between where the other wire laid across and the end of the cable was also hack-sawed off and thrown away. Then, the new end was lapped along the 30-inch piece until the two cable-ends butted together, and two more bolt clamps were applied and the cable was ready for use. It never broke again for reason that the pull now gives straight tensile stress in the cable, instead of shearing stress, as when the two unprotected loops were used.

### CURING A SICK BEARING

"Mr. Davis, there is one shaft bearing in this elevator which we simply can't keep in good condition. It gets out of alignment—by settling—and it



is impossible to keep the bearing from wearing down and almost continually running hot no matter how often that bearing may be lined up and rebabbitted." The elevator owner showed the troublesome bearing to Bill Davis, who then expressed the opinion that the trouble was caused by one of the elevator timbers being loaded beyond its elastic limit, and being slowly crushed by the overload it was expected to carry.

The journal bearing was located upon one of the principal beams of the elevator and not far from one end of that timber, one end of which was in turn supported upon a post. The overloaded beam and its continuation of another similar beam each occupied one-half of the top of the post and Davis pointed out that the portion of the beam which rested upon the end of the post had been forced upward into itself, until the end of the post had become imbedded in the beam for a distance of nearly half an inch. The beam supported not only the shaft, but a goodly portion of a storage bin in the top of the elevator, and as he was informed, the bin was continually being loaded to its capacity and then emptied, only to be quickly filled again. Thus, there was a continual fluctuation of load upon this beam, from zero to maximum, and the spring of the beam added to the crushing of wood in the beam, formed conditions which made it utterly impossible to hold the journal bearing even in approximate alignment. It is an engineering fact that "side-wood" of a beam can carry without crushing only about one-half the load which "end-wood" can. For this reason, the "side-wood" of the beam was crushed, while the "end-wood" of the post carried its load safely.

Davis made a pattern for a "bracket-shoe," the under side of the resulting casting being made to fit upon the post. The upper or top side of the casting was made three times the width of the post in length, so the beam could bear upon the casting  $1\frac{1}{2}$  times the width of the post. The beams were both jacked up and a section of post, equal in length to the thickness of the "shoe-bracket" casting, was sawed off of the post, the casting inserted and the jacks removed, with the result that the beam had three times as much "side-wood" bearing as before, and was able to carry, without danger of crushing, any load likely to be placed upon that beam. Another post was placed under the beam on the side of the journal-bearing opposite the post, thus preventing that portion of the beam which carried the journal-bearing from "see-sawing" as load upon the bin-beam increased or diminished.

## CARRYING TIMBER

"Just look at those three men carrying that 18-foot stick of timber on a handspoke," said Big Bill a little while later. "Those two men who have the handspoke are about six feet from the front end of the timber; consequently, they are carrying five-sixths of the timber, while the end man only has to tote one-sixth of the load."

"How do you make that out?" asked the foreman. "The hand-spike is one-third of the distance from one end of the timber, isn't it? Therefore, the hand spike must carry two-thirds of the load."

"Which it surely does—and then some," replied Big Bill as he picked up a short, narrow strip of wood and balanced it upon a lead pencil held horizontally. "We will consider this strip of wood to be 18 feet long and to weigh 18 pounds. Now, when I hold it by one end and the other end rests upon the pencil, at the very last fiber of wood, it is evident, isn't it, that the pencil sustains exactly one-half the weight and that both pencil and fingers sustain a load of 19 pounds each?"

"Yes, that is self-evident."

"All right. Now I will push the pencil along until the middle of the stick is reached and the stick exactly balances upon the pencil. Now, you will admit that the pencil carries the entire load of 18 pounds, won't you? That being the case something must be wrong with that 'handspoke one-third from the end' business. Moving the pencil or the hand spike from middle to end only diminishes its load from full to half, not from full load to nothing, and there is where they fall down

in the hand spike location. Move the pencil half way from the middle to the end and what happens? With the pencil  $4\frac{1}{2}$  feet from one end of the stick, it is evident that the pencil would carry 9 feet of balanced stick, plus half of the remaining portion, or  $13\frac{1}{2}$  feet in all, and that amount is mighty close to three-fourths of the entire weight of the timber.

"So you see that with the hand spike one-third of the length from one end, the two men would be carrying even more than three-fourths of the timber weight, which in itself is too much and more than the amount two men should carry. Place the pencil or hand spike one-sixth of the distance from the end of stick or timber and see how things look then. With the bearing three feet from the end, there would be six feet of balanced timber to be carried, plus one-half of the remaining 12 feet, or 12 feet will be carried by the hand spike men, and six feet by the end man. Thus, when three men carry a timber with two men on a hand spike, that instrument should be placed one-sixth of the length of the timber from one end.

"If you desire proof of this matter, place the timber or stick upon weighing scales and obtain its exact weight. Then, place a small roller on the scale and move the timber into the various positions discussed above and you can obtain exactly the loads carried with the hand spike or roller placed at any point along the timber. And while you are about it, try the weights with the roller at one foot from the end, then at two feet, three feet, etc. With the roller at one foot from the timber end, there would be two feet of balanced timber, plus half of the remaining 16 feet and the roller or hand spike would carry 10 feet or pounds and the end man would carry eight pounds. With the roller two feet from one end, the loads would be 11 and seven pounds respectively, at three feet, 12 and six pounds, and so on, up."

## 12,000 MORE CARS AVAILABLE THIS YEAR

Middlewestern railroads are better prepared to handle the grain movement this year than ever before in their history, according to advices from one national railroad organization. Not only have they got a greater amount of grain cars, built especially to handle that class of traffic in storage on their home roads, at the present time, but their locomotives and other facilities are also in better condition to meet the anticipated increased traffic.

This month over 50,000 box cars were ready for grain loading on various roads in the Winter and Spring wheat territory compared with approximately 38,000 a year ago. At the same time there were 10 per cent fewer western-owned box cars on eastern and southeastern roads than at this time one year ago.

## GRAINS BEHIND SCHEDULE

Crop conditions continue behind schedule this season despite substantial improvement during the past month, according to the Bureau of Agricultural Economics, United States Department of Agriculture, in its July report. Haying and wheat harvest have nearly overtaken spring planting this year. Winter wheat-harvest is now coming into full swing and haying is in general progress. Corn, potatoes, and the spring grains are still behind time, though they made progress during June.

"Corn has a very poor start," according to the report, "but a cool, wet season does not necessarily mean crop failure. In the past the yield of corn has averaged above normal in the wet seasons, although temperature averaged below normal in those seasons. Notwithstanding that warm weather is favorable to corn, the records of the past 36 years indicate that the amount of rainfall is the dominant factor governing the yield of corn."

Wheat harvest is now moving up through Kansas and new wheat is becoming plentiful in the southwestern markets. Early threshings have been dis-

appointing both in yield and weight. Rains in Kansas last month damaged the grain and seriously handicapped the harvest, but conditions are good in Nebraska and the outlook is for a record crop in that state. Spring wheat is reported to be making excellent growth in the North, with similar reports from Canada. Improvement is reported for the South where the serious drought in both the Southeast and Southwest has been broken by rains. In the flooded central valleys immediate planting followed the retreating waters and farmers have been working nights in the effort to bring cultivation to normal.

## OLD IOWA CONCERN HAS NEW ELEVATOR

Few, if any, states in the grain belt owe more to the grain crop for their prosperity than Iowa. Since grain constitutes one of the primary bulwarks to the state's commercial strength, it is highly important that the marketing facilities and storage units in Iowa be adequate. The country stations play the most important part in the chain of activity, and the state is liberally sprinkled with them at strategic points. Some of the houses are fairly old but there is a good percentage of fully modernized plants.

The original house of Moeller & Walter was constructed in 1878, but this was destroyed by fire May



MOELLER & WALTER'S ELEVATOR, REINBECK, IOWA

3, 1926. Since then the up-to-date building shown in the accompanying illustration was erected and it now constitutes one of the best examples of country stations in the state. Located in Reinbeck, Iowa, it is adjacent to the right of way of both the Chicago, Great Western Railroad and the Chicago, Rock Island & Pacific. It is 20 by 23 feet on the ground floor and 36 feet in height.

The elevator is of cribbed and ironclad construction and is situated on a fine paved road. It has a storage capacity of 10,000 bushels, divided into six bins of full height and seven small bins.

A Jay-Bee No. 3, made by J. B. Sedberry, Inc., Utica, N. Y., takes care of the necessary feed grinding. It is direct connected. The lighting and power are both electrical, and central station service is used. Four motors that make up the equipment at this end of the business have an aggregate of 61 horsepower. A chain drive is used. There is a Fairbanks Hopper Scale to take care of the weighing.

Oats, corn, barley and wheat are the chief grains handled. Aside from these, the concern also does a good business in building materials, coal and feeds.

APPROXIMATELY 717,100 acres of Winter wheat will be harvested in Canada this year. The proportion reported as winter killed is 13 per cent or 106,600 acres.





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Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., JULY 15, 1927

### CORN TARIFF

THE shortest corn crop in 26 years was indicated this week by the Department of Agriculture's July report which forecasted a harvest of 2,274,424,000 bushels, almost half a billion bushels below the average production for the last five years. Shortly before the release of this estimate, news came from Washington, D. C., that the Tariff Commission was considering a 50 per cent raise in the corn tariff. The huge corn surplus developing abroad, coincidental with our short crop, may justify some such action.

The New York *World*, remarks that "the tariff on corn has always been regarded as more or less of a joke," and points out that since the World War, corn imports have amounted to only one-tenth of 1 per cent of domestic production. The paper fails to suggest that the tariff is responsible for the light imports.

It is in just such a situation as now exists for the first time in 25 years, that a higher tariff may prove advantageous. A comparatively small wedge of low-priced Argentine corn can unjustly demoralize prices here. Ordinarily this is prevented by the tariff. The present tariff, however, may prove inadequate to stop an influx of corn if the foreign price level sinks further as a result of the huge production overseas.

The world corn crop, exclusive of Russia, for the year 1926-27 as reported the last of June, is estimated to be about 4,354,000,000 bushels, as compared with 4,502,000,000 bushels the previous year. The reduction in the United States was partly offset by an in-

crease in foreign countries from 1,585,000,000 bushels to 1,709,000,000. The larger crops in Argentina and South Africa, together with fairly good crops in Balkan countries and exports of 6,300,000 so far this season from Russia, as compared with 2,800,000 for the same period last year have made the foreign supply greater than last year in the face of a reduction in our supply.

As compared with last year, not only is our corn crop reduced but production of all our feed grains, corn, barley and oats, is reduced from 110,673,000 short tons last year to 98,709,000 short tons this year. Increases in Europe, Argentina and the Union of South Africa have partly offset the reduction in the United States. The Argentine corn crop, of which the harvest is just finished, gives promise of an exportable surplus of over 233,000,000 bushels.

### DIAMOND JUBILEE

ON the occasion of the Diamond Jubilee of the Confederation in Canada, it is well to take note of the tremendous advance which the Dominion has made in the span of of years since its origin. The population of Canada is about one one-hundred-and-twentieth of the world total population. Yet this small proportion of inhabitants occupies an area which gives the world 18 per cent of its oats, more than a tenth of the world's wheat and barley, 88 per cent of its asbestos, 85 per cent of its nickel, and 20 per cent of its lumber.

Examining the situation at closer range, the grain man finds special points of interest in the prairie provinces of Canada. Holding only one-fifth of Canada's population, these provinces were responsible for 93 per cent of the wheat grown in the Dominion, 83 per cent of the barley, 60 per cent of the oats, and practically 100 per cent of the flax. The remarkable growth of grain growing and trading in Western Canada is in itself justification of the jubilee.

### ZOO, LINDBERGH AND HAY

AT THE risk of being barred from the National Hay Association sessions in St. Louis, Mo., July 25, 26, 27, we declare that one of the greatest attractions for us in St. Louis on those dates or any others, is the St. Louis Zoo. The cageless bear pits, for instance, faultless replicas of Mississippi River bluffs, have a greater drawing power than some of the papers scheduled to be read in the Statler. Grain and hay men attending the convention, who can manage to slip out just before the resolutions are offered, or at some other psychological moment, we will be glad to meet on the corner of Seventh and Market, where we can get a car running right to the Lion House.

Other features which may detract from the convention are Lindbergh and the Checkerboard Flying Field, as well as the Brown's Ball Park, where the world series pennant was hoisted last year. (St. Louis now is third from the top in the National League.) All these features can be read about though,

but the zoo must be seen. In defense of our zoo complex, we submit that every zoo is a great hay market and so ought to be encouraged; one elephant alone consumes a bale or so per day.

Liberal allowance has been made for entertainment features, however, and the program as worked out by association officials and the St. Louis hosts is a well balanced one. . . . Remember to ask for the special rate certificate when you buy your ticket.

### SPRINKLERS IN ILL REPUTE

IN CLOSE to 30 per cent of the cases of fires occurring in elevators equipped with automatic sprinklers, the sprinklers gave an unsatisfactory performance, according to the figures gathered by the National Fire Prevention Association for the fiscal year 1926-1927. That something is radically wrong with the type of sprinkler equipment being sold to elevators, is indicated by the fact that out of 2,022 fire occurring in all classes of sprinklered buildings during the year, the average percentage of unsatisfactory performance is only 4.7 per cent, while for grain elevators, the percentage is 28.2 per cent.

In other words, after an elevator company makes the very substantial investment necessary to have its plant adequately sprinklered, the firm stands only about a three-to-one chance of having this alleged fire preventive device function in an emergency.

This percentage of unsatisfactory performance for elevators is, with three irrelevant exceptions, the highest percentage on record for any of the 158 types of buildings listed. And there are all types of structures represented from corset factories to distilleries. In excelsior factories, and celluloid plants, where the inflammability of stocks carried is much greater than in grain elevators, the unsatisfactory performance percentages are only 8.5 and 11, respectively.

A suggestion that elevator companies have been "stung" frequently by sprinkler equipment agents does not seem out of line inasmuch as the report clearly shows "generally defective equipment," "defective dry valve," etc., to be among the major causes for the fire losses incurred.

### "IF WINTER (WHEAT) COMES"

WEATHER has been favorable, generally speaking, for the harvest in the Southwest, and so has made amends to a degree for its eccentricities of the past few months. As harvesting progresses toward the north, a total wheat crop, 22,000,000 bushels greater than last year, say Government forecasters, gradually will be garnered. The volume of all wheat for 1927 as of conditions on July 1, will be 854,000,000 bushels, according to the official prediction of the Department of Agriculture, released this week. The estimate on Winter wheat for 579,000,000 bushels, is a gain over the June forecast of 42,000,000 bushels, while the Spring wheat estimate of 274,000,000 bushels was the first to be given.

There is no longer much sport or hazard



connected with Winter wheat crop forecasting this year, and the most carefully read part of the Government's July report was that relating to the Spring wheat belt. On that area the crop experts now are concentrating, while the Winter wheat is left to the combines, railroads and elevators to the south. Condition of Spring wheat on July 1 was estimated by the Washington, D. C., tabulators as 89.7, as against 86.8 in June and 64.8 in July, 1926.

Total North American wheat production this year is indicated as 1,179,000,000 bushels, as compared to the 1,238,000,000 bushels raised last year. For the consequent deficit, Canada is largely responsible this year, and the change in situation is a welcome one.

## EDITORIAL MENTION

The fall mixed feed business is just six weeks away. Don't be caught with short stocks.

Black rust is the dark horse of the Spring wheat belt this year. We believe its prospects for a good showing are over-estimated.

Remember the National Hay Association Convention dates: July 25, 26, and 27. And the place, St. Louis (or St. Lindbergh).

Canada's grain pooling systems chose a poor year to expand, for indications point to a crop about 70,000,000 bushels short of last year.

Hay dealers may be interested indirectly in the announcement from Tallapoosa, Ga., that a large horseshoe plant is to be erected there. It will employ 100 men, and the horses for which it will supply shoes, will consume annually many thousand tons of Timothy.

Bean marketing, as well as grain and hay marketing will be given consideration in Lansing, Mich., July 19, at the annual meeting of the Michigan Elevator Exchange, sales agency for about 100 co-operative elevators. In some years the bean crop's importance to the Wolverine state, ranks very close to that of grain.

Five weeks ago several correspondents thought that Kansas wheat land would produce only about 105,000,000 bushels. They now predict a yield of 140,000,000 bushels. The unexpected happens. Upon completion of the harvest in two weeks or so, we'll know the facts which will probably represent a grand average of all guesses.

With reservations, we join the chorus of criticism directed against the Indiana grain pool this month in connection with the statement of settlement for the 1926 crop which it has just issued. The statement shows that pool farmers received \$1.096 per bushel for their wheat, 11.9 cents less than the pool received from buyers. The average sale price is four cents less than the average price paid

by independent grain dealers and millers. The pool, however, is to be commended on its generous provision for such items as depreciation of machines, itemized overhead, storage, cleaning operations, etc. The conscientious allowance made for these items probably helped to bring the final payment price to the low level which causes so much comment. We hope it will also help to clear up in the minds of the farmer, the thousand and one incidental expenses involved in grain marketing.

The Wisconsin legislature afforded Frank Lowden, ex-Governor of Illinois, an ideal audience before which to spread his farm relief ideas, July 13. He came out strongly for equalization fee, and the burden of his song was to let the farmer set prices on his crops. The radical farm relievers seem unwilling to take the inevitable *no* for an answer.

Once in a blue moon a crop condition as indicated by official reports remains the same from one month to another. It happened this month when the oats condition was given in the Federal report as 79.9, the identical figure for June. The probable production of 1,349,000,000 bushels, in spite of Texas and other regions where oats have become popular recently, is slightly below the five-year average.

From Russia, Kanred wheat was brought to America, developed in Kansas, shipped to Argentina, and its next destination is a matter of conjecture. Its popularity seems to increase with every 2,000-mile jump. In Argentina, Kanred wheat has yielded nearly 20 bushels to the acre, a harvest much greater than the average in that country. After being Americanized, the Bolshevik wheat travelled a short road to fame.

Surmises as to when the national Congress will convene are now in order and the guesses range all the way from October until the usual date in December. Inasmuch as President Coolidge is given to Fabian tactics, we believe December is the best prediction so far. One of the first measures to come up will be a revamped McNary-Haugen scheme, and the President, along with a legion of others, thinks the longer that can be postponed, the better.

The board of trade was assailed as an institution creating a grain market "which is not based on the law of supply and demand" and "whose wide fluctuations of price have neither economic nor moral justification," in an address by a Texas wheat growers' association spokesman before the American Institute of Co-operation last month. It was appropriate that such schoolboy oratory occurred in academic halls. The institute held its meeting in a university building.

Since 1883 the average yield per acre of corn in the United States has increased about 18 per cent, wheat about 17 per cent, oats 14 per cent, and potatoes about 40 per cent, says the Department of Agriculture. During this

40-year period the combined acreage of corn, wheat, oats, and potatoes has been expanded about 52 per cent, whereas the total production of these crops has increased 77 per cent. It is evident, therefore, that nearly one-third of the increase in the production of these four crops can be assigned to increase in yield per acre, while two-thirds is due to the expansion of the acreage.

Grain contracts which provide for arbitration under the rules of the Houston (Texas) Board of Trade, or the Galveston Board of Trade, or any other organization of similar nature will not be approved by the United States shipping board, according to information received by Houston operators of board vessels. The decision is far reaching in that it does not apply only to the Houston and Galveston bodies, but to similar organizations in New York, New Orleans and other American ports.

Fluctuations in farm prices of oats are irregular and frequently are different for the same kind and grade at different points in the same general territory having the same or practically the same freight rate to market, according to a study completed by the Bureau of Railway Economics as to the range in farm prices for the 1925 crop in this country and the relationship to transportation costs. "The wide range in farm prices," said the study, "was in marked contrast to the stability of the freight rates, which remained almost unchanged during the period covered. No relationship is found between freight rates on oats and fluctuations in the prices paid to the farmer. In fact, the spread in farm prices during each crop season of the years 1923, 1924 and 1925 was often greater than the total freight charge to market." If the fluctuation in price could be forecast with any degree of accuracy, a corresponding change in rates might be asked for.

Barley growers and dealers in this country eagerly await the outcome of Federal efforts to convince important grain exchanges in England, Holland, and Germany, that American barley makes good malt. H. J. Beasley, in charge of Federal Grain Supervision was one of two "grain envoys" recently going to Europe to work in the interests of this subject. The attitude of foreign trade associations is understood to have resulted from administration of the United States Grain Standards Act and the establishment of grades for barley. Numerous European malt industries concluded certain of the American barley grades were unsatisfactory for their purposes. Producers of those grades have found the foreign market virtually closed to them, at a heavy financial loss. In addition there is the question of inspection at Montreal of grain produced in the United States but shipped on grades established by the Dominion of Canada for United States grain, and inspected by Canadian officials. A preliminary report on the situation has been made by the envoys, and the full statement is awaited with interest.



DAN MULLALLY  
St. Louis

# NEWS OF THE TERMINAL MARKETS

GEORGE S. BRIDGE  
Chicago

## RELIEF

"The action of the Illinois legislature in refusing to pass the Kessinger Bill," said President John A. Bunnell, of the Chicago Board of Trade, "has dispelled a feeling of apprehension over the future of the grain market, felt not only by the members of the Board of Trade but also by agricultural, financial and grain interests of the state of Illinois."

"Our exchange members are the agents of the growers of the products of the soil and of the consumers of those products. Both are entitled to the most efficient service of which we are capable and both are receiving that service."

"Constructive criticism or suggestion to improve the service of the grain exchange is welcomed by the officers of the exchange from organized agriculture or any other source and will meet hearty co-operation. The Chicago Board of Trade has a distinct place as an economic necessity and will let nothing interfere with the performance of its duty to both producer and consumer."

## CHICAGO BOARD'S BUILDING PLANS MATURE

The plans for the new 41-story Board of Trade Building at Chicago have reached the point where Henry A. Rumsey, chairman of the Building Committee, has ordered the architects to go ahead with the completion of details of the huge building. When the completed plans of Holabird & Roche, architects, have been submitted to the membership and approved, the building contract will be let immediately.

In the meantime Mr. Rumsey has commissioned the real estate firm of Albert H. Wetten & Co., to find loop quarters where the Board of Trade can transact its business during the 15 months which it will take to complete the building. The preliminary sketches indicate an exchange hall in the new building, 50 feet in height on the third floor. The second floor to be occupied by grain commission firms and banking offices. Above the exchange floor will be offices, many of which have already been spoken for.

## KILN DRIED CORN UNDER INDICTMENT

The Chicago Board of Trade Directors on July 7 received a complaint from Arthur W. Cutten in which he charged that warehousemen have made it a practice to deliver kiln dried corn on contracts, at full market price, and then later in the season report the same grain as out of condition. Mr. Cutten asserted warehousemen buy corn with a high moisture content at 15 to 25 cents under the market price, dry it, sometimes thereby making it of higher grade than before, and sell it for future delivery. He charged that last year 250,000 bushels of corn, accepted in the regular course of delivery on future contracts, later was reported as out of condition, and the holders of the warehouse receipts representing that corn often were forced to sell it at a considerable loss.

As to a specific instance, he charged that last week warehouse receipts calling for about an equal amount of cash corn were posted as out of condition. It was delivered on May corn contracts and held by a local operator who had to sell it to an industry making commercial preparations from corn at 78 to 84 cents, or 15 to 20 cents under the price for July delivery, causing a loss of around \$30,000.

Mr. Cutten urges that the Board of Trade directors take steps to determine the quantity of

kiln dried corn now in public elevators and have it moved out. This, he believes, will restore confidence among buyers of corn in the Chicago market.

At the same time Mr. Cutten issued a circular to the Board membership asking them to join a movement to have all kiln dried corn barred from delivery on future contracts. He declares that artificially dried corn deteriorates in ordinary handling and therefore is undesirable as well as being harmful to market values.

"It imperils that stabilizing influence so indispensable to the proper functioning of legitimate market," says his circular. "It injures public confidence in our contracts and therefore is an influence of evil to our great market place."

"The consequence is a tremendous lessening of public participation in our future delivery contracts, with attendant reduction in business."

## GRAIN MAN IN IMPORTANT OFFICE

C. D. Sturtevant has been elected to the chairmanship of the Executive Committee of the Omaha Chamber of Commerce. Mr. Sturtevant is president of the Trans-Mississippi Grain Company of Omaha. He has been active in securing legislation in Congress on the upper Missouri River



C. D. STURTEVANT

navigation project, and was vice-chairman of the Inland Waterways Committee of the Chamber and chairman of a subcommittee to prepare briefs for submission to army engineers. He is well known to all the grain men as president of the Grain Dealers National Association and was president of the Omaha Grain Exchange in 1925. He was a director and a member of the Executive Committee of the Chamber of Commerce in 1925-6 and is now a member of the governing board of the Chamber's traffic bureau. It is said that the election to the chairmanship of the Executive Committee of the Chamber practically assures his election to the presidency of the organization next year.

## MURRAY'S CROP OPINION

Nat. C. Murray of Clement Curtis & Co., Chicago, has found a decided improvement in wheat prospects during the past month, and corn conditions the lowest on record. He says:

The condition of Winter wheat is 76.8 per cent

of normal compared with a 10-year average of 77.6. Present condition forecasts a yield per acre of 14.6 bushels, and a total production of 575,964,000 bushels. June was generally cool with sufficient moisture, which favored the maturing of the crop. Texas and Oklahoma are yielding better than forecast a month ago, and Nebraska and the Pacific Northwest are reporting high prospects. A month ago our forecast was 563,000,000 and the Government's 537,000,000 bushels. Last year the Government July 1 forecast was 568,000,000 bushels, but the final outturn was 627,000,000. This difference is unusually large.

The condition of Spring wheat 88.7 per cent of normal, compared with a 10-year average of 82.0, indicate an improvement in prospect during June; this condition forecasts a yield per acre of 13.7 bushels, and a total production of 254,256,000 bushels. Last year's crop was short, only 205,376,000; the average for the preceding five years was 253,519,000 or almost the same as the present forecast. Prospects are good in the Pacific Northwest as well as in Montana, the Dakota and Minnesota.

Reports from correspondents in the last week of June indicate a condition of the crop of 70.8 per cent of normal which compare with a 10-year average on July 1 of 83.7. The previous lowest July 1 condition was 72.1, in 1924, when the crop turned out an average of 23.2 bushels per acre. Present condition is interpreted, in the usual way as forecasting 23.8 bushels per acre, which on the estimated acreage of 94,498,000 would produce 2,240,000,000 bushels. Last year's crop was 2,645,000,000 and the average of the preceding five years, 2,851,000,000 bushels.

## GOOD CORN MARKET AT PEORIA

Referring to the new wheat crop, harvesting is now in progress and it looks as if there would be a fairly good crop yield tributary to Peoria. As yet no new wheat has made its appearance here but our market will doubtless be in line with others.

The oats harvest will begin very soon and our advices are that the early oats are right good and a good out-turn is expected. The late oats are not reported as being so good, though, in our judgment, they are much better than the general reports. Will have to wait a while to see what the out-turn on the oats crop will be.

The corn business has been going on in Peoria in about the usual way. Very liberal receipts indeed for some little time but now for several days past the arrivals have been light. Market values here especially on the ordinary sorts of No. 6 and all kinds and qualities of Sample Grade have been especially good and with the exception of an occasional congestion in offerings have been sold readily. More than half of the arrivals in Peoria for sometime have been Sample Grade and then a good proportion of it No. 6, while the selected samples of No. 6 Yellow and better have been somewhat scarce and quite a good demand. So far as we see it now the daily requirements of local industries remains around 75,000 bushels and we believe shippers are making a mistake to send their low grade corn to any market excepting Peoria.

It is, of course, generally known that the growing corn crop has made a mighty poor start and while it looks well in the field it is on the average small and probably as much as three weeks later than usual. The final out-turn will depend on the sort of weather we have from now on. If frost should



come late then chances are that the great bulk of the Illinois corn will make a crop. It must be remembered that when corn sells in the western markets at \$1 that it is a high price. We have already had an advance of 30 to 40 cents per bushel and it may be that present prices are plenty high enough even if the crop should turn out light as general expectations.—*From P. B. & C. C. Miles, Peoria, Ill., under date of July 9.*

### ROSENBAUM ACQUIRES ARMOUR ELEVATORS

With the acquisition of many of the elevators formerly operated by the Armour Grain Company, the Rosenbaum Grain Corporation emerges as one of the strongest concerns in the trade in the United States. And its avowed policy of dealing direct with the farmers and arranging to finance farmer customers through Chicago banks, is a step toward the same result that was contemplated by the defunct Grain Marketing Corporation.

It was in the final settlement of the affairs of the latter concern that the Rosenbaum interests came into possession of the Armour Elevators. The arbitrator who settled the differences of the two firms, awarded to the Rosenbaum firm \$1,600,000 from the Armour company. In settlement of that claim the three Armour Elevators on Goose Island, Armour "A", Armour "B", and the Minnesota Elevator, were transferred, and also the lease of the Chicago & Northwestern Elevator on the Calumet River. The latter has a capacity of 10,000,000 bushels, and the other three total a like amount.

### EARLY RECEIPTS GOOD AT INDIANAPOLIS

New wheat is just starting to reach our market. The first cars of strictly new wheat arrived Thursday, July 7. The wheat we are receiving now is from southern Indiana. Most of it is good quality, grading No. 1 and No. 2.

We have reports, however, of considerable light weight wheat being received at the country stations, but we hope there will be enough of the heavier and better wheat to take care of it. We look for receipts on wheat to increase right along now as threshing moves from the southern to the northern part of the state. There is a good demand for this new wheat. Reports of yields range all the way from 15 to 30 bushels an acre.

Oats receipts are light and the movement of new oats in this territory is going to be late this year.

Corn receipts are light with very little No. 3 corn arriving in this market. Most of it is No. 4, No. 5, and No. 6. There is a good demand, however, for all kinds of corn. Discounts on off grades of corn are narrowing some. We don't look for much, if any, increase in corn receipts. The farmers will no doubt be inclined to hold on to their present stock of corn until they get a better line on the prospects for a new corn crop.—*Cleveland Grain & Milling Company, by Ed. K. Shepperd, Manager, Indianapolis, Ind.*

### AS IT LOOKED ON JULY 1

R. O. Cromwell, of Lamson Bros. & Co., Chicago, predicts a crop of less volume than Mr. Murray, whose figures also are given in this department. Mr. Cromwell says:

Winter wheat prospects are for a crop of 558,000,000 bushels. This compares with the June official estimate of 537,000,000 our June of 569,000,000 and 627,000,000 last year. Production by leading states follows. Estimates are based on prospective yields rather than on condition figures. Texas 16,700,000, Oklahoma 39,880,000, Kansas 119,680,000, Nebraska 72,000,000, Colorado 17,420,000, Montana, 10,575,000, Idaho 12,339,000, Washington 33,300,000, Oregon 19,460,000, Illinois 34,850,000, Indiana 27,922,000, Ohio 25,587,000.

Spring wheat condition is 87 per cent of normal. Acreage is revised to 18,707,000. This indicates a crop of 241,320,000. Conditions by states follow: North Dakota 85, South Dakota 92, Minnesota 87,

Montana 93, Idaho 97. Washington 86, Oregon 89. The late start has been partly overcome. Weeds are more abundant than usual. Moisture is adequate, except that showers were generally needed the last week in June.

Acreage of corn is 96,700,000 compared to 99,492,000 last year. The condition is 71.3 per cent of normal. The lowest July condition of record was 72.0 in 1924. A production of 2,321,000,000 bushels is forecasted. An estimate at this time is considered of little value. However, acreage reduction and certain of the unfavorable factors in poorest sections cannot be overcome. They must be compensated for in other sections if a larger crop than indicated is to be produced. Last crop was 2,645,000,000 bushels. July 1924 forecast was 2,515,000,000 and July 1926 was 2,661,000,000.

### ROSES FOR KEILHOLTZ

Kenton D. Keilholtz of Southworth & Co., Toledo, completed 25 years with that firm on June 16. He started in as office boy in 1902 and upon the death of Mr. Southworth in April of this year, became senior partner and principal owner of the business through Mr. Southworth's will. He is widely known



KENT D. KEILHOLTZ

throughout the grain trade and has gained a reputation as a keen judge of the market. Business associates presented him with 25 roses in honor of the occasion.

Eight days later, on June 24, Mr. Keilholtz was again the recipient of floral offerings, this time because he was celebrating the day of his birth, 42 years ago. We extend our congratulations for both occasions.

### LURE OF THE BIG TOP TOO MUCH FOR GRAIN DEALER

The story of the Nebraska "grain magnate" who finally has realized his dream of owning a circus, has received a wide circulation among newspapers. City editors have summoned their highest powered human interest scribes, and the following paragraphs, from a copyrighted dispatch in the Salt Lake City (Utah) *Tribune*, are examples of the result:

"I've had my fling. I'm through with the circus business forever, but I will be glad when the last of the wagons has rumbled out of town."

Surrounded by the businesslike office routine of ticker tape, typewriter and adding machine, and the security of the big business he has built up, Frank J. Taylor, the man who organized a circus, ran it a month, and then sold it to keep an agreement he made with his wife, gazed rather wistfully out of the window to where the gilt and splendor of his former circus was about to vanish over the hills.

Taylor is ex-president of the Omaha Grain Exchange and now is head of the Taylor Grain Company. But years of success in the business world

could not dim his boyhood dream of owning a circus. In this, Taylor was like millions of other boys who dream their dreams of beauty, only to have them fade slowly away under the pressure of drab everyday details. But Taylor was unlike the rest in that he actually did make his dream come true, if only for a little while.

For 15 years Taylor talked circus to his wife, even while his grain business grew bigger and bigger and ease and prosperity came to him. Always Mrs. Taylor opposed him, until one day in the spring two years ago she could no longer bear the wistful light, in his eyes, and she said "All right Frank, I will agree to your owning a circus on one condition—that you keep it just one month, then sell it."

Hardly were the words out of her mouth when Taylor grabbed his hat and rushed away to send out orders for lions, tigers, elephants and white horses. Like a small boy he reveled in his circus for just one month while his wife said not a word, even when he left his office early in the afternoon and did not return home until late at night, blissfully happy over the hours spent on the circus lot east of Omaha, getting tents up, feeding lions, putting horses through tricks.

The month passed all too quickly. Then Taylor, true to his word, sold his circus—animals, tents, red wagons and all — and turned over all his trapeze artists in pink tights and bareback riders to new owners. He went back to his ticker tape and his adding machine. It was a good circus, but Taylor will not even let the new owners use his name on it.

### VOLUME OF GRAIN TRADING IN JUNE

Trading in grain futures on the Chicago Board of Trade was the largest of any month for some time, according to the figures released by the Grain Futures Administration. The total trading in all grains was 2,045,634,000 bushels as against 1,960,130,000 bushels in May. The June total was divided among the different grains as follows, for the purpose of comparison the May figures for each grain being given in parentheses: Wheat, 1,001,122,000 bushels (1,094,468,000); corn, 863,280,000 bushels (649,891,000); oats, 140,396,000 bushels (161,445,000); rye 40,836,000 bushels (54,326,000).

The average open contracts for June, "short" side of contracts only, there being an equal volume open on the "long" side, were: Wheat, 74,075,000 bushels, as against 84,845,000 in June last year and 68,957,000 last month; corn, 76,816,000 bushels, compared with 60,624,000 last year and 69,326,000 in May; oats, 32,549,000 bushels, as against 36,631,000 last year and 32,798,000 last month; rye, 10,145,000 bushels, compared with 9,751,000 a year ago and 8,507,000 in May.

### HARVEST RESULTS AWAITED IN ILLINOIS

Weather past week produced one sizzling hot day, one brilliant electrical storm that brought showers here and there, and six days of cool sunshiny summer weather—fine for outdoor work, but hardly hot enough to suit the corn specialists.

Wheat harvest now in full swing, over half of it now in shock. Should one estimate the yield by the plump stocks standing around in the fields, it would be a good one, but from best guesses we gain from close observers, the heads of wheat have suffered attacks from a number of pests and information reaches us from most all parts of the Illinois wheat belt to the effect that it's a mighty good field that threshes out over 15 bushels per acre, some will run under that figure and of course some over. Many farmers will not yet agree to the above statement, believing they have raised more wheat than that. Threshing returns due shortly will tell the whole story.

The steady movement of corn to market in the last three months, since price to farmer reached 75 cents or better must have produced cash to supply his most pressing needs and may account for the fact that fewer bushels of small grains have so far been contracted for this season, prior to threshing, than for many years past. Growing



corn fields show a fairly satisfactory growth past week; the plants that shade the ground are doing much better than those of smaller growth. We regret to state that the latter kind are in the majority.

Some of the early oats have been pushed to maturity too fast for best results; such fields will be cut here in the next few days. Late sown oats are the most numerous, they show in many fields a stunted growth. Corn and oats fields present a most uneven growth to the observer, both in the same locality and also in sections separated by many miles of travel.—*H. I. Baldwin & Co., Decatur, Ill., in letter of July 9.*

## NEW YORK OPENS CASH MARKET

On June 22, trading in cash wheat was begun on the New York Produce Exchange and nearly 1,000,000 bushels of wheat were dealt in during the first day. The new move makes the evolution of the Produce Exchange into a complete grain market.

Deliveries are made either c.i.f. or f.o.b. Atlantic and Gulf Ports, c.i.f. eastern lake ports or Montreal for export. In a letter preliminary to the opening of the cash market, President William Beatty of the Exchange said the grain futures market which was opened in August, 1926, is now sufficiently established to warrant a more extended use of its facilities, prominent among which is serving as a hedging market for cash grain bought or sold for export. He continued:

"In order to convince outside business friends of the advantages and the usefulness of the New York market, it is felt that an actual test on their part is necessary, and to bring this about in a practical way the grain trade of New York has decided beginning June 22, to trade in United States cash wheat for export—whether c.i.f. or f.o.b. Atlantic or gulf ports or c.i.f. eastern lake ports or Montreal—on basis of New York futures."

## PEORIA PRICES ATTRACTIVE

About all the old wheat has now been shipped and new wheat cutting has started in most of this territory, and in a very few places threshing has commenced. The wheat threshed so far is of good quality and good weight, with an ordinary yield per acre, and as we stated before, the wheat in this section will be much less than last year as the acreage was considerably reduced.

Movement of corn the last few weeks has been rather light, but prices here have held well in line with all other markets on good corn, and have been and are now much better than other markets on poor corn whether in good condition or heating or hot. Industries are running full and are anxious buyers at the present time, with elevator stocks here very low. The growing crop in this territory is getting along very nicely, corn ranging from four inches to four feet high, all in the same locality. This, of course, is according to the date of planting. With good weather during this month and August, and with an occasional rain, we look for them to raise a good crop of corn in this territory. While a good many of the crop experts seem to think that the crop is going to be awfully short, this is not borne out by past experience, as a good deal of the corn last year was also put in late and quite a bit of the growing crop which is around six inches high was in the same condition at this time last year, and we distinctly remember some of this corn which made a large yield. From all we can ascertain, there is plenty of the 1926 corn crop left in most all territories, and if the growing crop has some warm weather and an occasional shower we look for farmers to dispose of this corn as they seem fairly well satisfied with the price. With the enormous hay crop we have, and the cheapness of oats, we look for a great saving in the corn supplies as feeders will use cheaper substitutes.

The movement of oats has been fair to all markets and our prices have been in line right along. We do not know of any great amount of old oats back, and in most cases there are less oats on hand today than there were one year ago. On the growing crop of oats, the early oats seem to be coming

along very nicely, and look as though they are going to make a fair yield, but the late oats are coming along very poorly. No doubt some of these were put in during the very wet weather and as we have had hot dry weather for the past two weeks, the ground is baked pretty hard and this, no doubt, will have a tendency to shorten the yield of the late oats.—*Recent letter from the Mueller Grain Company, Peoria, Ill.*

## NEW YORK PRODUCE EXCHANGE APPOINTMENTS

Announcement was recently made of the new Board of Managers and new committees for the New York Produce Exchange for the coming year. They are: Board of Managers, C. W. Andrus, Roger N. Black, H. L. Bodman, R. L. Sweet, H. B. Worthen, L. Rosenstein, Winchester Noyes, John E. Seaver, Samuel Knighton, Robert F. Straub, John J. Donahoe, Robert McVickar; Admissions Committee, John E. Seaver, William Beatty, W. B. Pollard, Welding Ring, E. R. Carhart, John V. Jewell, C. Walton Andrus and Samuel Knighton; Floor Committee, John E. Seaver, C. Walton Andrus and Samuel Knighton; Finance Committee, Axel Hansen, Winchester Noyes and John E. Seaver; the Flour Committee is unchanged; Grain Committee, A. C. Field, J. J. O'Donohoe, Walter Trappe, W. F. Rosar and H. G. Gere.

## INDIANAPOLIS BOARD ELECTS

At the recent election of the Indianapolis Board of Trade, E. C. Barrett of the Evans Milling Company, was elected president, to succeed Linton A.



E. C. BARRETT

Cox. This is the first time in some years that a man connected with the grain or allied lines has been president, as the organization is composed of the leaders in all lines of business in the city.

Other officers elected were: Mark Miller, vice-president; Tom Oddy, treasurer; and William H. Howard, secretary. Mr. Oddy and Mr. Howard have served the Board for a long time in these capacities and their departments are always well taken care of.

The new president, E. C. Barrett, has been associated with the grain and milling industry for many years, and his wide experience will make him a most useful officer of the exchange.

## PORTLAND HAS NEW RULES

Certain rules of the Portland (Ore.) Merchants Exchange have been interpreted by the Grain Division Committee as follows:

**Tender of Sacked Wheat Against Contract**—In the absence of evidence to show actual loading weight shall be estimated at two and one-fifth bushels per sack on the number of sacks shown on the bill of lading.

**Musty or Damaged Wheat**—Musty wheat shall be settled for on sample basis.

**Switching to Terminal No. 4**—The switching charge on Willamette Valley wheat bought on Portland delivery basis is for account of the buyer.

The committee recommended adoption of Trading Rule in Diversion to Interior Trading Points—Grain sold for terminal delivery or subject to official weights and grades shall not be diverted to interior points where official weights and grades cannot be obtained except with the consent of sellers having first been secured.

The following rules were adopted by the Portland exchange which are similar to those in effect at Seattle and provide:

That discounts for test, smut and / or admixture be continued without change up to and including July 30, 1928.

That bulk wheat shall be subject to a discount of three cents per bushel off sacked wheat.

That charge for resacking shall be 10 cents per sack.

That Bad Order sacks shall be subject to a discount of three cents per sack. (Note.—Subject to change in market price of sacks and published notification by the exchange.)

That switching charge be continued under the present rules.

That interest shall be charged on drafts at the rate of 7 per cent per annum and interest on balances shall be paid at the rate of 12 per cent per annum by the party unloading cars after 15 days from date of unloading. If returns are made through intermediary parties there will be allowed five days more in which to make returns or 20 days in all from date of unloading. Thereafter interest on balances shall be paid at the rate of 12 per cent per annum.

That wheat sold on the basis of protein content shall be settled for an analysis of the unloading sample basis of natural moisture content. In case of dispute Oregon state test shall govern.

## CASH DEMAND STRONG

The cash demand is exceedingly strong. At this time we are experiencing an exceptionally good demand for corn and oats in our market, and prices obtained have proven very attractive to the shipper. We always have a very good market for wheat and all receipts are immediately taken care of.—*J. F. Zahm & Co., Toledo, Ohio. Market letter of July 12.*

## CHANGES IN MEMBERSHIP

**Chicago.**—The following memberships on the Board of Trade have been transferred: Estate Jacob M. Levy, Erich Gerstenberg, Philip L. Poe, Charles A. Heath, Edward E. Tanner, Jr., Royal G. Koch, Lynn K. Brugh, Jr., Oscar C. White, Estate Joseph J. Manning and Jacob F. Goergen. New members on the Board are Major J. Ashford, Walter Charles Bremer, Walter Harry Rohde, Robert Francis Sullivan, John H. Watson, J. Francis Bulger, Elmer Earl Tremaine, Samuel A. McClean, Pierre Du Vignaud, and Frederic M. Herr. George E. Thompson was expelled. Reported by Secretary James J. Fones.

**Duluth.**—New members on the Board of Trade are: C. Z. Dreisbach and F. C. Lychard. Memberships of the following were withdrawn: C. J. Norris, W. G. Kellogg and John Kellogg. Reported by Secretary Charles F. MacDonald.

**New York.**—New members recently elected to membership on the Produce Exchange are: Thomas J. Coulter, of Coulter & Coulter; Hector A. Drummond, of Drummond, Power & Co.; William J. Hanna, of Isbrandtsen, Moller Company; Frank A. Hoey, of the Pillsbury Flour Mills. The following were elected as associate members: Carman W. Culbert, of the International Mercantile Marine Company; Harold G. Williams, of Coldwell & Co.; H. Myers Bogert, Leopold Bache, William Gunter, George A. Zabriskie, A. R. Platt, A. E. Dietze, H. J. Greenbank, C. F. Ruprecht, W. Jordan, J. B. Cooper and E. H. Roge.

## TERMINAL NOTES

A \$1,000,000 office building is being erected at Vancouver, B. C., for James Richardson, grain exporter of Winnipeg.

W. F. Shepard now is traveling representative for the Trans-Mississippi Grain Company with headquarters at Omaha, Neb. He was for years in the



grain business and had his home in Sioux City, Iowa.

The Garmon Grain Company has been organized at St. Louis, Mo., by Edward M. Garmon. He will do a general commission business.

Eugene F. Havey has started in the grain business for himself at Chicago. He was formerly with the Armour Grain Company of Milwaukee.

A. A. Voss is now associated with the McConnell Grain Corporation of Buffalo, N. Y. He had been with the Armour Grain Company for 25 years.

New rooms are now occupied by Lamson Bros. & Co., at Omaha, Neb., at Nineteenth and Harney Streets which will give the firm more room for its offices.

Ralph R. Hartley, who was formerly registered on the Chicago Board of Trade for the Hartley Company of Oshkosh, Wis., is now registered for his own account.

The Stratton Grain Company has been incorporated at Chicago, Ill., capitalized at \$300,000. The incorporators are H. M. Stratton, R. A. Masse and Orin S. Dowse.

W. W. Marshall of the Lathrop-Marshall Grain Company of Kansas City, Mo., is now president of the Rosedale Milling Company of Kansas City succeeding Oscar L. Bauer.

New and larger quarters are now occupied by The Hadden Grain Company of Milwaukee, Wis. They have installed in their customers' room a day light movie machine.

Robert Morris is no longer in the grain business at Philadelphia, Pa. His place as chairman of the Grain Committee of the Commercial Exchange is to be filled by Alfred L. Hood.

At the annual election of the Salina Board of Trade, J. B. Smith was elected president. He is general manager of the Shellabarger Mill & Elevator Company of Salina, Kan.

Articles of incorporation have been filed for the Independent Grain Company at Seattle, Wash. C. W. Booth, James Skelton and O. S. Pearson, Lewiston, Idaho, are interested in the company.

Charles Rippin has resigned as executive secretary and traffic commissioner for the St. Louis Merchants Exchange and is going into the real estate business. His resignation takes effect August 1.

The Hiawatha Grain Company, grain merchants of Minneapolis, Minn., recently took over the mill and elevator of E. L. Phelps & Co., at Minneapolis and is to operate as the Hiawatha Mill & Elevator.

A. W. McKenzie is now manager of the milling wheat department of the Moore-Seaver Grain Company of Kansas City, Mo. He was formerly wheat buyer for the Kaw Grain & Elevator Company of that place.

Eugene H. Beer is the new chairman of the Weighing Committee of the Baltimore Chamber of Commerce, succeeding the late A. R. Dennis. Mr. Beer is head of the grain commission firm of E. H. Beer & Co., Inc., of Baltimore.

It has been decided not to establish in the Winnipeg Grain Exchange a market to provide for trading in grain for future delivery at Vancouver, B. C. A substantial majority of the members of the exchange were opposed to the plan.

Harry Watson is now associated with F. L. Schreiner at Chicago, Ill. He was formerly of the firm of Itchtertz & Watson of St. Louis which recently went out of business. George J. Itchtertz is doing business under his own name.

Articles of incorporation have been granted the Rayford Grain & Commission Company of Fort Worth, Texas, with offices in the Neil P. Anderson Building. Mr. Rayford has applied for membership on the Fort Worth Grain & Cotton Exchange.

New offices are now occupied by the Uhlmann Grain Company in the Produce Exchange Building, New York City. E. S. McDonough is the New York manager for the company, which maintains a direct wire from New York to Chicago and Kansas City.

At the recent election on the Ogden Grain Exchange, H. P. Iverson of the Sperry Flour Company was re-elected president. W. H. Berrett of Salt

Lake City, Utah, was chosen vice-president. The directors re-appointed B. L. Slack as secretary and treasurer. The directors, exclusive of the officers, are: E. R. Alton, Marion R. Sherwood and C. J. Baker, Ogden; S. N. Nelson, L. S. Beckett and J. J. Neville of Salt Lake City.

Business has been suspended by the Vancouver Grain Exchange during the summer months. The exchange will resume operations on September 1 and in the meantime business will be handled by the offices of the grain firms operating on the exchange.

A new rate has gone into effect at Baltimore whereby the charges for weighing bag lots of grain at the uptown or domestic elevators shall be 55 cents per 1,000 bushels, with a minimum charge of 20 cents per lot, whether delivered in one load or more.

F. W. Davidson has resigned his position with the Norris Grain Company, Kansas City, Mo., and has gone into business for himself as the Davidson Grain & Commission Company at 238 New England Building, Topeka, Kan. The company will do a general brokerage business in wheat and coarse grains.

On July 1 the directors of the Chicago Board of Trade rescinded its resolution of May 7 which instructed the market report committee not to provide for future contracts in grain after September. Notice of trading in December contracts was posted and December futures took their place in the market.

The grain office of W. A. Howard at Hastings, Neb., is to be reopened by him and he will represent the Trans-Mississippi Grain Company at that point. Mr. Howard has been in the grain brokerage business at Enid, Okla., for over a year and will continue that in connection with his Hastings business.

Alexander McKenzie is now with the Moore-Seaver Grain Company of Kansas City, Mo., in charge of the milling wheat department. Mr. McKenzie was former vice-president of the Kaw Grain & Elevator Company of Kansas City until it went out of business the first of the year. Ben C. Moore is president of the firm.

Dennis & Co., Inc., of Baltimore, Md., have been reorganized, following the death of A. R. Dennis, president of the corporation. At a meeting held, J. Murdoch Dennis was elected president; H. J. Crilley, vice-president; Louis Slembecker, secretary; and M. G. Aidt, treasurer. The business will be conducted as formerly under these officers.

Business operations have been started by H. M. Herrin & Co., grain and stock brokers with headquarters at Seattle, Wash. H. H. Patt who was formerly with Chas. E. Lewis & Co., of Minneapolis and more recently of G. K. Wentworth & Co., of Portland is associated with the Herrin firm and will devote his time to the grain department.

Members of the Kansas City Board of Trade rejected the proposed amendment to the Board of Trade rules that would have given the exchange the supervision of plants desiring to purchase grain from Kansas City members on destination weights. An amendment clarifying the rules and making legal the method of settling the value of grains by auction on the floor was adopted.

A part of the interest which was held by Lance Jones in the Dolphin-Jones Grain Company at Omaha, Neb., has been bought by John Wild. He will take an active interest in the management of the business after dissolving the Central Grain Company. No member of the Dolphin-Jones Company is retiring from the business. M. I. Dolphin is president and John Wild vice-president.

Following the installation of the new officers of the Hutchinson Board of Trade the directors met and appointed the following: Charles Colby, secretary; and Ralph Russell, treasurer. The following committee members were named: Arbitration, Ralph Russell, L. H. Pettit, R. W. Vance; Appeals, B. F. Young, R. C. Davidson and C. D. Jennings; Traffic, E. J. Whalen, C. C. Kelly and W. McCauley; Rules, C. D. Jennings, C. W. Stiles, and Charles Colby; Complaints, F. J. Hipple, Frank Summers

and R. C. Davidson; Entertainment, Lee Collingwood, Joe Brada and Joe Fleming; Property, Charles Colby, R. O. Yates, J. J. Koelsch; Audit, R. W. Vance, D. B. Frazee and R. B. Owens.

The G. A. Haertel Company and the E. L. Phelps Company of Minneapolis, Minn., have merged under the firm name of Haertel-Phelps Company with headquarters at 600 Corn Exchange Building, Minneapolis. The firm will deal in grain and feed in straight or mixed cars. Both firms have been in business for some time. E. L. Phelps company recently sold its elevator and mixing house to the Hiawatha Grain Company.

A sampling department is to be established at Minneapolis, Minn., under the Chamber of Commerce. A charge of 50 cents per sample will be made until further action by the directors. The following have been appointed as a committee on sampling: E. E. Mitchell, representing line elevator interests; C. H. Burdick, representing milling interests; E. S. Ferguson, representing commission merchants interests for one year. Appointees for a two-year term are: J. E. Getchell, representing the terminal elevator interests; George P. Case, representing futures trading interests; John T. Culhane, representing linseed oil interests; and James A. Gould, representing shipping interests.

## TRADE NOTES

On this hot July day we are filled with envy for the good fortune of W. R. Sinks, manager of the grain elevator department of James Stewart & Co., Chicago, who is in Alaska on a well deserved vacation. James Stewart & Co. have had a busy year and Mr. Sinks had a good time coming. We wish him the fullest measure of pleasure on his trip.

Timken Tapered Roller Bearings are finding application in new equipment almost weekly. The newest adoption of these bearings which has come to our notice is in the new belt conveyor idlers and return rolls made by the Link-Belt Company, Chicago. To eliminate friction is about the quickest and surest way to reduce operating power cost, so that all industries are looking to Timken Bearings as the solution of this problem.

Installations of Randolph Direct Heat Driers have kept the O. W. Randolph Company of Toledo, Ohio, busy for many months past. Mr. Randolph recently concluded an inspection trip to the Canadian Head of the Lakes where a number of his driers are installed in the great elevators at Port Arthur and Fort William. In a letter telling of this inspection trip he said that this was the first year in his experience when it was necessary to dry old wheat when new wheat was being harvested. Last year kept the grain driers busy, and this year promises to keep them busier.

A steady increase in the demand for Monarch Power Transmission Appliances and the opportunity to make the line complete, prompted Sprout, Waldron & Co. to take over all the patterns, equipment, etc. of the Valley Iron Works of Williamsport, Pa., who are discontinuing manufacturing after serving a large trade for more than 30 years. A separate and distinct department has been organized to take care of the transmission business. A new machine shop and stock room, with 5,000 square feet of floor space, has been built and equipped for quality and quantity production. An extension doubling the capacity of their foundry has been made and equipped with special machinery for manufacturing this class of equipment most efficiently. Large stocks of all sizes, standard bearings, couplings, collars, take-ups, etc., are maintained for immediate shipment. The Monarch line now includes the well known Hercules, Universal and standard lines of bearings, pillow blocks, etc., Hendershot couplings, Peerless clutches, pulleys, collars, take-ups, in fact everything needed for the transmission of power. Readers can secure complete information and catalog of Monarch Power Transmission Machinery by writing direct to Sprout, Waldron & Co., Muncy, Pa.



## ST. LOUIS INVITES YOU



**A**BOUT the end of this month there is going to be a significant exodus of hay dealers in the general direction of St. Louis, and the reason is that on July 25, 26 and 27, the thirty-fourth annual convention of the National Hay Association will be held at the Statler Hotel, in that city.

Important as the political history of St. Louis has been, its commercial history exceeds it in interest and vital significance. The great river, the Mississippi, flowing by its doors, and the Missouri and the Ohio within easy distance, made the city the natural trading center of the whole valley. Here the new and the old settlers exchanged their products in early times, and today the agriculturists and the manufacturers find the same convenience in trading through the city.

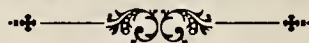
St. Louis was incorporated as a town in 1809, with a population of 1,000, and in 1822 as a city, with a population of 4,800. Today the population is nearer a million than it is to measurement in the mere thousands of people. For the distribution of all purchases made in St. Louis, extensive transportation facilities are available. The city was the first to systematize its package car service and put it on a large and successful basis, rendering what is frequently referred to as express service at freight rates. The necessity of rapid distribution is recognized by all manufacturers and jobbers, and accordingly early realization of these requirements has done much to benefit this market.

In their unoccupied time the visiting delegates will find plenty of other things to do in addition to the special entertainment features provided, and the city's facilities include numerous possibilities in addition to those already named. For instance, the residential districts now include some very elaborate homes. Over 37 per cent of the population owns homes, and the residential sections include broad boulevards as well as interesting architectural features. There are also the stock yards of East St. Louis, Washington University, and other like points of interest to be seen.

The four bridges which span the Mississippi River at St. Louis, including the Municipal Free Bridge, which is the largest double-decked span bridge in the world, are valuable assets and constitute sights which visitors should see. The Free Bridge and approach are two miles long.

Those hay men who have attended conventions in St. Louis before will be well aware of its many attractions. Aside from the resources of pleasure which the city affords, there is to be considered the carefully prepared program for the business meetings, and the addresses which have been arranged. A great deal of effort is being expended in making these speeches as effective as possible, and Secretary Sale is striving to have everything set to make his year's event one that will be remembered in the hay trade.

St. Louis, like many other communities, learned a valuable lesson through the war, and developed a new spirit. Close co-operation in war taught the merchant, banker, manufacturer and business man that working together produces the right results, and people are always ready to turn out to make the convention delegate or visitor feel at home. An enviable reputation as a convention city has been

Attention  
Hay Dealers

achieved, and the local organizations make every effort to maintain it.

Among the places which furnish amusement are 55 parks and playgrounds containing more than 2,700 acres. Forest Park is one of the largest city parks in the United States and has unlimited natural resources. It spreads over an area of over 1,380 acres and is traversed by driveways which have beautiful scenery on all sides. Within the grounds are some picturesque lakes, Sylvan Lake being the most popular. Picnic and baseball grounds are also numerous, as well as tennis courts, golf courses and other amusement features. There are three golf courses in Forest Park, two 18-hole and one nine-hole, which are considered among the best anywhere in the country.

This park was used as part of the site of the Louisiana Purchase Exposition in 1904, and one of these buildings of the exposition which still stands today is used to house the city's Art Museum. On the north side of the park is the Jefferson Memorial Building, used by the Missouri Historical Society to house its records and exhibits. A fine collection of animals will be found in the zoo in the park, and a new group of buildings, with extensive landscaping, has just recently been completed for this zoo.

On Monday morning, July 25, at 9:30 A. M., there will be registration of delegates and securing of badges. Badges will be necessary for everyone attending. It is also strongly urged that railroad certificates be turned in at this time. The opening session will be held at 1:30 P. M. Monday, and the program from that time on is as follows:

## OPENING SESSION—1:30 P. M.

Call to order by L. A. Raney, president, Goldsboro, N. C.

Invocation—Rev. Adolph Behnke, St. Louis, Mo.

Community Singing—Led by J. B. Kittrell, Greenville, N. C.

Address of Welcome on Behalf of St. Louis—Hon. Victor J. Miller, mayor.

Address of Welcome on Behalf of the Merchants Exchange—Charles E. Valier, president.

Response for the National Hay Association—M. C. Niezer, Ft. Wayne, Ind.

Reading Minutes 1926 Convention—Fred K. Sale, secretary-treasurer.

President and Board of Directors' Report—L. A. Raney, Goldsboro, N. C.

Memorial Committee Report—H. G. Morgan, chairman, Pittsburgh, Pa.

Secretary-Treasurer's Report—Fred K. Sale, Winchester, Ind.

"The Importance of Alfalfa Hay and Alfalfa Meal"—F. H. Udell, manager, Purina Mills, Kansas City, Mo.

Appointment of Nominating and Convention Committee.

Adjournment.

## TUESDAY, JULY 26—9:30 A. M.

Community Singing.

"Marketing of Hay at Kansas City"—D. B. Tilson, president, Kansas City Hay Dealers Association, Kansas City, Mo.

Reports of Committees.

Traffic Manager's Report—J. C. Cuttie, Omaha, Neb.  
"Hay and Hay Makers"—John S. Leahy, St. Louis, Mo.

State Vice-President's Report—J. B. Kittrell, chairman, Greenville, N. C.

Discussion Period.

Adjournment.

## TUESDAY AFTERNOON—1:30 P. M.

Community Singing.

Reports of Committees.

Address—L. W. Baldwin, president Missouri Pacific Lines, St. Louis, Mo.

Discussion Period.

"Minnesota State Weighing and Inspection of Hay"—E. A. Olson, Minneapolis, Minn.

Nominating Committee Report.

Adjournment.

## WEDNESDAY MORNING, JULY 27—9:30 A. M.

Community Singing.

Resolutions Committee Report.

Unfinished Business.

New Business.

Discussion Period.

Election and Installation of New Officers.

Adjournment.

Liberal entertainment will be provided. On Monday afternoon there will be a card party and meeting for the purpose of getting the ladies acquainted. This will take place on the roof garden of the Hotel Statler, and light refreshments will be served.

At 8:45 the same night (July 25), there will be a steamer ride down the Mississippi. The steamer *J. S.* will leave the foot of Washington avenue for a 15-mile trip down the river and back. The special round trip rate for delegates to the National Hay Association convention will be \$1 each, providing that tickets are purchased any time Monday at the convention hall.

Tuesday morning, at 10 o'clock, there will be a sight seeing trip for the ladies. During the course of this trip the famous Shaw Gardens and other points of interest will be seen.

At 1:15 the afternoon of the same day arrangements have been made for the Entertainment Committee to give free tickets for picture shows to ladies who care to attend the shows during the afternoon.

At 7:30 that night the big event will be the municipal opera. "The Dollar Princess" is being given, and every member of the Association, his wife and family, are to be guests of the St. Louis Merchants Exchange and the St. Louis hay men for the entire evening. Busses will take the party to the municipal opera and will bring the party back to the Hotel Statler immediately after the performance. The membership badge and exchange tickets will entitle those who go to regular bus and opera tickets.

At 11 o'clock that night there will be a midnight supper, some vaudeville acts and dancing, at the roof garden of the hotel, immediately after returning from the municipal opera. Members and their families are cordially invited to attend, and there will be no expense.

WHEAT shipments from Australia since January 1 show a normal seasonal increase over the preceding six months, according to a report from E. C. Squire, American trade commissioner at Sydney. The total exports of wheat for the period from December 31 to June 24, have amounted to 70,347,000 bushels, and flour 307,000 tons (3,509,000 barrels).



## NEWS LETTERS

## BUFFALO

ELMER M. HILL      CORRESPONDENT

**D**RASTIC cuts have been made in the fleet of grain carrying ships on the Great Lakes due to the very limited amount of grain available for cargoes at the American and Canadian heads of Lake Superior and at Lake Michigan ports. Despite the wholesale reduction in the amount of tonnage now available for grain carrying purposes, the supply of boats is in excess of the demand and it is predicted that more boats will be laid up before the end of the month. Approximately 50 freighters have been dropped during the last three weeks and many vessels have not started at all this season. The majority of ships on the idle list are stationed at Buffalo but a large number are tied up at Erie, Cleveland and Toledo docks. Grain shippers have chartered a few small boats since the first of July but the grain movement down the Great Lakes to Buffalo and other Lake Erie ports including Port Colborne, Ont., has been negligible. Lake Michigan shippers are only paying 1½ cents from Chicago or South Chicago to Buffalo while Lake Superior shippers are paying the same figure on tonnage to Buffalo. Many fleets are refusing to take grain at the rates being quoted. A large percentage of the grain being shipped from Fort William and Port Arthur is being sent forward by Canadian tonnage.

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Rapidly decreasing grain stocks at the Canadian Head of the Lakes is bringing the Great Lakes shipping industry to an unavoidable period of mid-summer depression. Another reduction was recorded in stocks of grain at Fort William and Port Arthur early this month. During the last week of June it is reported that vessels loaded 3,152,597 bushels of grain at Fort William and Port Arthur while receipts totalled only 2,510,181 bushels. On June 17 last the elevators at the two Canadian parts on Lake Superior were holding 26,276,361 bushels of grain. The movement of grain from the grain fields of the interior to the lake front has been the slowest in recent years. Adverse climatic conditions brought forth an inferior quality of grain, parts of which shippers have been rejecting. Sorting of the grain retards loading and delays the movement to the shipping ports. A very mediocre buying movement at this end of the route also has discouraged shipments.

\* \* \*

The fine of \$11,000 imposed on Spencer Kellogg & Sons Company, Inc., of Buffalo, by Federal Judge John R. Hazel in March 1926 after conviction of the elevator company on charges of giving rebates has been affirmed by the Circuit Court of Appeals. The elevator operators were accused of violating the Elkins Act in giving and accepting concessions and in showing discrimination in their charges. The Government now will proceed with similar cases pending in the United States District Court at Buffalo against the Dakota and Great Eastern Grain Elevators which were indicted on similar charges several years ago. The Government in its prosecution has been awaiting the report of the Circuit Court of Appeals in the Spencer Kellogg & Sons Company case before going ahead with the other defendants.

\* \* \*

James MacKerracher, expert grain statistician, celebrated his sixtieth birthday early this month. For 40 years he has been closely identified with the grain industry at Buffalo. Born in Kincardine, Ont., Mr. MacKerracher came to Buffalo 40 years ago and entered the service of the West Shore Railroad. Some years ago when his close friend and associate, Charles H. Williamson, went as manager with Lunham & Moore, grain forwarders, MacKerracher went along with him. Later, when the Williamson Forwarding Company was formed, he went with the new company. Mr. MacKerracher now is associated with George E. Pierce in the offices of the Western Elevating Association.

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The grain movement over the New York State Barge Canal from Buffalo to the Atlantic Seaboard continues in line with the seasonal period of depression which marks the grain trade on the Great Lakes. The present rate on the canal from Buffalo to New York is about 8 cents, which is lower than at any period last

year. When the season opened the rate was down to 6½ cents. Canal operators say they cannot operate their boats at a profit with such low grain carrying rates prevailing and are refusing to take cargoes eastward unless they have assurance of a return load to Buffalo. The traffic over the state waterway is light.

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Alex Ferguson, who for many years has been superintendent of the Dominion Government grain elevator at Port Colborne, Ont., has been appointed assistant manager of the Harbor Commission at Montreal. Major J. K. Wyman succeeds Mr. Ferguson as superintendent of the Government-owned grain elevator at Port Colborne.

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W. S. VanDerzee of Albany was re-elected president of the Eastern Federation of Feed Merchants at the closing session of the association's annual convention which was held at the Hotel Buffalo early this month. The 1928 convention city will be selected at the mid-winter meeting of the Federation in Binghamton in February. Other officers re-elected at the Buffalo meeting include: A. J. Thompson of Wycombe, Pa., vice-president; Frank T. Benjamin of Canastota, treasurer; W. A. Stannard of Albany, secretary. Directors re-elected for three years include: T. P. Gains of Sherbourne; F. A. Wycoff of Stroudsburg, Pa.; and A. J. Thompson of Wycombe, Pa. David K. Steenbergh of Milwaukee, speaking on "Cash and Credit," urged the grain men to co-operate on a strictly cash basis. He pointed out that they are forced to pay cash and their customers should do likewise. Lionel True of Springville spoke on "Comparative Power Costs." Delegates to the convention were entertained on a trip to Crystal Beach on the Canadian shore of Lake Erie and on a trip through the grain elevator and milling plants of importance along the Buffalo waterfront. At the banquet which was one of the entertainment features, W. J. McKibbin, president of the Buffalo Flour Club, welcomed the delegates to the city. An outline of Buffalo's growth as a grain and feed center was the basis of the address delivered by Dr. Harry W. Rockwell of Buffalo, principal of the Buffalo State Normal School.

## NEW YORK

C. K. TRAFTON      CORRESPONDENT

**T**HE market for tickets of membership in the New York Produce Exchange was inactive during the past month and no important price changes occurred. For a time the tone continued firm, especially on "regular" tickets, a sale being reported at \$2,100, but later there were sellers at \$2,000, with buyers showing only a little interest at slightly less. Associate memberships remained on a nominal asking basis of \$1,500, with little inquiry noted.

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James A. Patten, well known grain operator on the Chicago Board of Trade, was a visitor on the New York Produce Exchange late in June.

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Hector A. Drummond of Drummond, Power & Co., Ltd., grain brokers of London, England, has been elected to membership in the New York Produce Exchange.

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W. H. Quain, formerly connected with cash grain houses on the New York Produce Exchange, is now associated with Robert G. Brandt, grain broker.

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Frank A. Hoey of the Pillsbury Flour Mills Company was among the applicants elected to membership in the New York Produce Exchange at the last meeting of the Board of Managers.

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Members of the grain trade, and especially exporters, on the New York Produce Exchange, were greatly interested last month by the announcement from the Pennsylvania Railroad to the effect that its newly completed electrically operated grain elevator on the south side of the Greenville piers, Jersey City, for the rapid handling of shipments of export grain from railroad cars to barges had been placed in operation. This will permit the Pennsylvania Railroad to participate to a larger extent in the heavy movement of export grain through New York. The transfer devices of the

elevator are of special type to meet the demands of the peculiar traffic. Most of the export grain handled through New York is in parcel lots which must be loaded into barges and then floated to the ships.

\* \* \*

An announcement sent out on June 18 and signed by President William Beatty of the New York Produce Exchange, aroused general interest. It stated that trading in domestic wheat for export—whether c.i.f. or f.o.b. Atlantic or Gulf ports or c.i.f. eastern lake ports or Montreal—on the basis of New York futures prices would begin on June 22. With the closing of business on that day it was reported that close to 1,000,000 bushels had been traded in. Despite the fact that June is usually one of the quietest months in the year as far as cash options are concerned, trading had hardly commenced before Axel Hansen, vice-president of the Exchange and head of the Hansen Produce Company, had executed an order to buy 75,000 bushels of Winter wheat. On the second day of trading the volume of business was even larger, as news of this drive for cash option business spread quickly and numerous orders were received from Chicago, Winnipeg, and other markets. In fact, the innovation worked both ways, New York traders receiving orders from other markets, reciprocated by sending back hedging orders, the chief effect on the trade being the introduction of wider facilities for spreading in cash grain. Denial that the establishment of a cash market in New York was an attempt to capitalize the misfortune of the Chicago Board of Trade and steal its business was made by Vice-president Hansen. Mr. Hansen said in part: "We are here to help Chicago, not to hurt the market there. The fact that we have a market here need not detract from their business. It should help us all. We will handle cash options on export wheat and some of this wheat will already have technically passed through the Winnipeg or Chicago markets. When it appeared that the Chicago Board of Trade might be in for trouble with the Illinois legislature we offered to help them and our attitude has not changed."

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Thomas J. Coulter of Coulter & Coulter, flour merchants, was admitted to membership in the New York Produce Exchange at the July meeting of the Board of Managers.

\* \* \*

Members of the New York Produce Exchange were deeply shocked late last month to learn of the death of Lyndon Arnold who had been a member for nearly half a century and superintendent of the Exchange Building for the past five years. Mr. Arnold, who was 68 years old, joined the Produce Exchange in 1880 and was always active in its affairs. He was chairman of the Committee on Rooms and Fixtures and served on the Board of Managers from 1905 to 1922 inclusive.

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Early in July the bulletin boards of the New York Produce Exchange carried announcement of the death of Henry J. Robinson. Mr. Robinson, who would have been 90 years old on July 16, was the founder of the old flour firm of Lang & Robinson in 1876.

## INDIANAPOLIS

H. M. RUDEAUX      CORRESPONDENT

**T**HE first new wheat arrived in Indianapolis on July 7 and was shipped to Frank A. Witt, commission merchant. The shipments originated in Sullivan and Green Counties and was the first shipments from those counties. Both cars graded No. 2 Red.

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According to the latest advices from many counties throughout the central part of the state there will be about 65 per cent of a normal crop harvested with quality below that of last year. Threshing in the southern part of the state is reported general, but the majority of grain from the southern part will not come to the Indianapolis market. With good weather new wheat will move freely from the central part of the state within the next week or 10 days.

\* \* \*

Some corn looks very good but the general condition is bad and at present badly in need of rain,



however, there have been good crops harvested from July planting when frost held off until October. In some sections throughout the central part of the state farmers are singing the blues, while other sections are optimistic and look for a normal corn crop. The outlook for oats is not very promising and rain is needed badly at this time, while the crop is in the milk, the weather has been a little too hot to warrant a good crop and many fields have headed very short.

On July 6 there was a local meeting of the grain dealers at Frankfort with about 40 members present. Farmers are looking for a yield of 20 to 30 bushels of wheat to the acre and cutting is in progress, several of the Indianapolis grain dealers attended the meeting.

H. G. Brumfield, superintendent of Elevator "B" of the Cleveland Grain & Milling Company, is spending his two weeks' vacation in Michigan.

On July 2 the elevator at Fountaintown, Ind., which was partly owned by H. E. Kinney of the Kinney Grain Company, was destroyed by fire, with loss estimated at \$30,000. About \$12,000 of the damage was covered by insurance. The elevator contained 2,000 bushels of corn, a quantity of wheat and oats and \$1,000 worth of wool. The building was struck by lightning during a mild electrical storm about 9:30 p. m. and five hours later was discovered in flames. The office building and contents were destroyed but the warehouse near by was saved.

Shelby County farmers, members of the wheat pool, at a meeting held in Shelbyville, Ind., on June 20 voted 28 to 22 to remain with the pool, and not ask their release from their contracts covering a period of five years. The vote followed a long discussion. Peter Lux, widely known as a corn grower, led the forces opposed to the wheat pool. He asked that he and others be relieved from the wheat pool contracts. He said that he and others lost money by being in the pool. The meeting was attended by William H. Settle, general manager of the wheat pool, B. B. Benner, president of the wheat pool organization, and Claude Record, pool salesman. Pool officials said the pool has increased the price of wheat, but admitted that men outside of the organization are receiving more for their grain than members. They argued that dissolution of the pool would result in a sharp drop in the price of wheat.

Charles B. Riley, secretary of the Indiana Grain Dealers Association, was very well pleased with the attendance of the mid-summer meeting of the association held at Lake Wawasee last week.

Bert A. Boyd of the Bert A. Boyd Grain Company, attended the meeting of the International Brotherhood of Magicians at Canton, Ohio, but as yet has exhibited no new tricks.

At the annual election of the Indianapolis Board of Trade, the following officers were elected: E. C. Barrett, president; Mark Miller, vice-president; Tom Oddy, treasurer, and William H. Howard, secretary.

**TOLEDO**  
S. M. BENDER CORRESPONDENT

**S**OFT Red wheat is being cut in this territory and will be general by next week. Old wheat is still at a premium over the new on account of the attractive quality. Receipts which were heavy last month have turned very light. Milling demand the past few weeks has been active but export trade has been very dull. Country offerings are lighter and bids out of here are about 7 cents under Chicago September. From all reports gathered here there is but little wheat remaining on Ohio farms to come out. Good weather will be needed now to harvest wheat and if we have it there should be plenty of wheat to satisfy all needs. The first run of wheat may not be bought very heavily unless the quality is very high as mills prefer the old wheat until the new gets a chance to dry out some. Spot prices have been very good as local mills have been good buyers. Stocks of wheat are light in this territory and buyers should be ready for new wheat. Farmers are expected to be good sellers as prices are attractive for this time of year.

Cash corn premiums have worked higher and the local buyers have been after arrivals of fresh shelled. Receipts have been light and this has exerted a big influence on the trend of prices. Demand has been chiefly for fresh shelled. Stocks here are very small and with the rather questionable outlook for new corn there should be but little left by fall. Light receipts are anticipated until after wheat harvest is

out of the way. The new crop around here needs favorable weather from now on to make a normal crop. Late planted corn has failed to show the same rapid growth as the early planted.

Oats have been bringing excellent spot prices in this market and receipts have been light. Local buyers have been paying top prices especially for the heavy-weights. Crop in this territory is rather spotted and the acreage is believed to be small than normal. Spot demand here has been excellent.

Hay dealers have experienced a rather dull demand for hay the past month and with new hay coming on do not expect any great improvement. Prices will probably be lower within the next week. A large crop of hay is being harvested and there will be some carryover from the old crop. Farmers are not inclined to sell at present levels and will probably store for awhile. The race track trade will probably take some of the offerings but it will need a large demand to absorb country selling.

Millfeeds have had a setback though prices are still way above normal for this time of year. Midlings have been especially weak with offerings heavier than for several months. The output of mills is still light and has been the one redeeming feature in the present situation.

Red Clover seed has held up fairly well during the past month with some tendency to advance of late. A good demand is appearing for cash and futures on each decline. Profit-taking has also been in evidence on the bulges. Crop prospects are favorable but the crop is not yet made and much or little can happen before the seed is in hags. October Clover has shown independent strength with December domestic following. New December and March contracts will call for either foreign or domestic as the contract specifies. Both prices will be quoted by Toledo dealers and the market reports. Changes in the seed rules here have been made to attract outside trade and will be strict enough to cover dealers requirements for high grade seeds. Alsike and Timothy are slightly lower than a month ago with light trade. Stocks here are not heavy and will not exert much pressure on the market. New Timothy seed is reported to be excellent quality and very clean.

The North West Ohio Farmers Grain Dealers will hold a pre-harvest meeting at Arlington, Ohio, Monday, July 11. An all day meeting is scheduled with a ball game between the "polee-cats" and the "wild-cats." Joe Doering has been appointed umpire and will be assisted by Eli Dickey of Lima, Ohio. Andy Hornung, president, New Bavaria, Ohio, will preside and George Crockett of Deshler will take notes. It is expected to be one of the largest gatherings ever held.

H. Wallace Applegate, president of the Toledo Produce Exchange, Bill Cummings of J. F. Zahm & Co., Joe Doering of Southworth & Co. and Charles Quinn of the Grain Dealers National Association, attended the Indiana Grain Dealers two day convention held at South Shore Inn, Lake Wawasee, Ind., June 30 and July 1.

Charles Jaeger, brother of Fred Jaeger, of J. F. Zahm & Co., died at his home in Cleveland, Ohio, Tuesday, June 21, at the age of 56 years.

The Keiser Milling Company of this city has taken over the Weber Milling Company here and will continue to manufacture their line of molasses, dairy, horse and mule feed. The grain elevators of both concerns will be continued in operation. Harold Weber, president of the Weber Milling Company, will retire to devote his time to other interests.

Ashton P. Stone, who recently returned from his honeymoon through the Eastern States, saw the reception for Colonel Lindbergh in New York City. He and his father, Walter Stone, conduct the affairs of the Churchill Grain & Seed Company.

Toledo is to have a flying field in the near future and Toledo grain men were represented by Harold Anderson, president of the National Milling Company, in the early negotiations for securing a site. He was an aviator during the World War.

Grain inspections for the month of June were 669 cars of wheat, 288 ears of corn, 179 cars of oats, 12 ears of rye and six ears of barley. Total number of cars inspected, 1,154.

The Toledo Produce Exchange Traffic Association held its regular monthly meeting in the Toledo Club, Tuesday evening, June 11. Representatives of local grain and milling firms enjoyed an excellent dinner and lively business session.

The Toledo Grain & Milling Company, of this city are suing for damages in connection with the abandonment of the Miami-Erie Canal authorized by the state. The city of Toledo is contemplating turning

the canal bed into a modern boulevard. They have a just claim owing to the fact that they are deprived of power rights chartered to them in the early days of Toledo.

The A. R. Kerr Company, Bellefontaine, Ohio, report their plant at that station burned during the past month and is a complete loss with about 35,000 bushels of grain stored in the elevator at the time. It has not been announced whether the company will rebuild or not.

During the Ohio-Michigan grain dealers' meeting here in June the suggestion was tendered by H. Wallace Applegate, president of the Toledo Produce Exchange, that the Ohio, Michigan and Indiana dealers unite in one organization with a paid secretary so that much effort that is now lost could be concentrated and turned into benefits for all.

Harry De Vore, of H. W. Vore & Co., spent several days including the Fourth of July, at his summer cottage on Long Lake, in northern Michigan. Harry reports fishing very poor and without good fishing he claims the lure of such a place is lost. His wife and boys will remain for the balance of the summer.

Machinery is being installed in the new elevator of the National Milling Company and it will be ready for the new crop of wheat. It will provide them with an additional 1,000,000 bushels' capacity. The new milling unit will not be completed until next year.

Charles Keilholtz, of Southworth & Co., is spending part of his vacation with his brother Lester, who is chief engineer of the Delco Light Corporation, Dayton, Ohio.

Carl Pauken, of J. F. Zahm & Co., who recently took unto himself a wife, is now spending his lunch hours buying pots and pans for the new love-nest. Carl says he doesn't mind it so much if she would only learn to use them.

Carl Bryant, formerly with the Grain Dealers National Association, has joined with them again and is soliciting advertising. He is popular with the trade and should make many friends for the association.

**LOUISVILLE**  
A. W. WILLIAMS - CORRESPONDENT

**B**USINESS with the Louisville elevator and grain trade is quiet, it being between seasons, new wheat not having started to move in sufficient quantities to affect storage other than a small part of that of mills and private buyers. Corn is so high that it isn't moving, there is only light movement in oats, and rye movement here has been very light since prohibition, which killed off both rye and malt business, as well as barley.

Just a little wagon wheat is moving in from adjacent farms, local mills offering \$1.42 for No. 1 and \$1.40 for No. 2 Red Winter, but Indiana threshing, it is reported, has not started as yet, and there is no car lot movement. The Kentucky crop is very short, experts estimating at about 2,500,000 bushels. Movement so far hasn't been sufficient to establish a price. Rumors are being heard of \$1.50 wheat, but grain houses which would be willing to buy at around \$1.40 are not interested in \$1.50 wheat, feeling that the price is too high, and represents merely efforts of some interests to secure early wheat, and that the market will be lower later on, holding that conditions do not warrant such prices.

The Kentucky Public Elevator Company has gotten things shaped up for handling wheat, and is merely waiting for movement. C. A. Villier reported that things had been abnormally quiet, there not being much grain on storage, while daily movements are also very slow.

The Ballard & Ballard Company has been working steadily on its new 1,000,000-bushel concrete wheat elevator which the contractor claims will be ready by August 5, machinery now going in rapidly. If completed by that time it will be in plenty of time for handling new wheat. The company has 450,000 bushels' capacity in its old bins, and 400,000 bushels of sacked wheat in its warehouse. It will have a total capacity of 1,850,000 bushels when the new building is complete.

Ed Scherer, secretary, Bingham, Hewett Grain Company, remarked that demand had been slow on everything for 30 days, corn being so high that buyers are staying off of it. Indications point to a short crop in 1927, especially over Kentucky, which may have to buy corn, instead of having a surplus. Louisville



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prices show No. 2 White and Yellow corn at \$1.09 a bushel; mixed, \$1.07; No. 3, at 2 cents a bushel less; oats, 2 White, 52 cents; 3 White, 50 cents; rye, \$1.16 to \$1.17 a bushel.

New hay should be in shortly, as cutting has been under way for two or three weeks. However, it is still raw and likely to heat. Old hay, baled, carlots, is quoted at \$17, for No. 1 Timothy.

Oscar Farmer has recently filed notice in which he affirms ownership of the hay and grain house of Oscar Farmer & Sons, located at 213 North Fifteenth Street.

The Haydon Mill & Grain Company, Springfield, Ky., capital \$50,000, has been incorporated by G. L. Haydon, G. R. Haydon and F. C. Peters.

A voluntary petition in bankruptcy was filed in June by the Ritter Hennings Company, grain and feed dealers, 1428 Rowan Street, Louisville, listing liabilities of \$44,607.43; and assets of \$22,631.45. There were over 100 creditors, with claims of from 60 cents to \$11,000. Edwin M. Ritter is president.

Central Kentucky Bluegrass seed cleaners are quoting Bluegrass at 15 cents a pound, in carlots, for 21-pound seed with the usual differentials for lighter weights. The 1927 crop was a short one, of about 500,000 bushels of raw seed, but there was a large carry over and a big crop in the West.

Reports on the Illinois Red Top crop, which is largely handled here, are to the effect that it is doing very well, but is late, new seed not being expected on the market until August 10 to 15.

A great deal of seed corn has been sold through Louisville seed jobbers this year at \$2.50 a bushel, as seed corn was scarce, and last year's corn crop was poorly matured, and not considered fit for seedling purposes.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE grain rate hearing which began on July 11 in Wichita, Kan., before the Interstate Commerce Commission, promises to be one of the most far reaching and comprehensive ever conducted in this section, and farmers, millers and grain men are equally represented in the presentation of testimony. W. R. Scott, transportation commissioner of the Kansas City Board of Trade, represents the grain men of this market at the Wichita hearing. The question of whether grain should take a lower rate than its products will be one of the vital considerations. It is pointed out that the fact that grain products move at the same rates as the raw material is the only thing which has made it possible to build up the large milling industry of Kansas City and the Middle West. If a change should be made, making the rate on flour higher than that on grain, it would be very possible that no grain would be milled in this territory but that it would be found economical to mill it in the East instead. Any change in the schedule of rates from points in Kansas to Kansas City will be strenuously opposed, since the present rate structure is the result of years of effort and adjustment. It is said that the proposals of the railroads would increase the present level on an average of 50 per cent. Clyde M. Reed, formerly head of the Kansas Public Service Commission, represents the six farm organizations in Kansas at the hearing. The organizations are the Kansas Farm Bureau, the Kansas Co-operative Grain Dealers Association, the State Grange, the Farmers' Union, the State Co-operative Marketing Association, and the Farmers' Union Jobbing Association. It is predicted that the hearing may last a month.

A new grain company is being organized in Kansas City, headed by George Aylsworth, one of the charter members of the Kansas City Board of Trade. The new company will be called the Great Western Elevator Company, of which Mr. Aylsworth is the president and manager. Mr. Aylsworth's return to Kansas City is welcomed by grain men of this city, who were associated with him during the years in which he operated the Murray Elevator here as the Aylsworth Grain Company. Mr. Aylsworth was a member of the Kansas City Board from 1891 to 1919. In 1919 he left Kansas City for St. Joseph, Mo., where he was vice-president of the Aunt Jemima Mills for four years. Leaving St. Joseph he went to New York City where he engaged in the advertising business for two years. After two years in advertising work, Mr. Aylsworth returned to the grain business again in Minneapolis in the Goetzman-Aylsworth Grain Company. That company operated offices in

Minneapolis and Kansas City until it was dissolved in February this year. The Great Western Elevator Company will operate the Chicago and Great Western Elevator, which up until recently has been operated by the Hall-Baker Grain Company as an auxiliary to their main elevator. The Chicago & Great Western Elevator has a capacity of 1,000,000 bushels. It will be operated as a public elevator. Mr. Aylsworth will have no active associates in his business. He will represent the company on the floor of the Kansas City Board of Trade. He is a brother of Fred Aylsworth of the Aylsworth Commission Company. The Great Western Elevator Company will be in active operation by July 15.

J. Haussman, second vice-president of the Continental Grain Company, has applied for membership on the Kansas City Board of Trade on a transfer from Simon Mayer, first vice-president of the same company. Mr. Haussman has been with the Continental Grain Company ever since their organization. He will represent the company on the floor along with S. S. Carlyle, also a member of the company.

Clarence A. Elmore has just been elected to membership on the Kansas City Board of Trade on transfer from W. D. Grant, who died on February 20 of this year. The consideration was \$9,250. Mr. Elmore is the new treasurer of the Lawless Grain Company, having come with the company the middle of June. Mr. Elmore was formerly in the grain and banking business in Hoisington, Kan. He has lived in Kansas City for the past three years. He will represent the company on the Kansas City Board of Trade. C. W. Lawless is president of the Lawless Grain Company, and M. J. Lawless is secretary.

John H. Martin, assistant secretary of the Nutrena Feed Mills, is an applicant for membership on the Kansas City Board of Trade on transfer from Alfred Hertz of the Hall-Baker Grain Company. The consideration was \$9,000, which included the \$500 transfer fee. Mr. Martin was formerly with Simonds-Shields-Lonsdale. Mr. Hertz has been with Hall-Baker for more than 25 years, and for many years was in charge of their consignment department. He is still connected with the company, but is not actively engaged in business.

Kansas City was host on June 28 to the 250 soil scientists who are touring this country for the purpose of studying the soil. George W. Catts, agricultural commissioner of the Chamber of Commerce of Kansas City, had charge of the entertainment of the visitors from Russia, Germany, South America, England, Sweden, and other countries, and they were taken on a 70-mile tour of Jackson County. The tour was halted frequently to give an opportunity to the delegates to secure samples of soil to be taken back home for scientific research. They were especially interested in the rich loose soil which is found in Jackson County. The delegation spent one day in Kansas City and Jackson County.

The third annual wheat demonstration through Kansas will begin on July 18 and continue through August 11. The Rock Island and the Santa Fe Railroads will run special trains through the wheat belt during that time, visiting 58 towns, and stopping three hours in each town. The tour will be under the supervision of the Kansas State Agricultural College in co-operation with the Kansas State grain inspection department, the Southwestern Wheat Improvement Association, the Kansas City Chamber of Commerce, the Kansas Crop Improvement Association, and the Kansas State Board of Agriculture.

Everett Hardgrove, recently appointed treasurer of the Farmers Co-operative Commission Company, of Hutchinson, Kan., has applied for membership on the Kansas City Board of Trade. The application is made on transfer from Bernard McGaffin, who is now affiliated with the Red Star Milling Company.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

MILWAUKEE'S report on grain receipts for the past month makes the most pleasant reading in many months as there was a tremendous increase in the grain supply, much to the surprise of many leading grain handlers who expected the season to peter down to a low state of trade judging from the record for previous months of 1927. Grain traders have various ways of explaining the remarkable increase in offerings for the past month. The favorite idea is that the recent price boost in grain, especially in corn, with prices soaring over \$1 a bushel, had much to do with bringing out such a large flow of grain in the month of June. Grain traders also point out that grain has been coming in slowly during this

entire crop year, while grain crops last year in many cases were of especial size and quality. They declare that this great bulk of grain was bound to come out at some time during the crop season and the farmers are apparently choosing the fag end of the grain season for their main selling. Milwaukee traders also assert that the big grain receipts ought to extend into July as the high prices for corn still continue.

Grain in store at Milwaukee is picking up again with the total now up to 2,433,000 bushels as compared with a total of about 2,000,000 bushels shortly after the navigation season opened. Of the present grain holdings, corn and oats constitute the chief items following exceptionally heavy receipts of these two grains. The corn supply is 1,353,000 bushels. The oats supply is 987,000 bushels, while wheat supply is only 45,000 bushels. Rye and barley storage is down to an exceptionally low point with only 25,000 bushels of barley and 22,000 bushels of rye.

Harry Berger, who had been in ill health for a number of years, died recently at Los Angeles and was buried at Vincennes, Ind. Mr. and Mrs. Harry Berger left Milwaukee about 15 years ago and moved to Los Angeles. Mr. Berger was for many years a partner in the Berger Crittenden Milling Company end in this capacity was well known to all the leading grain traders at the Milwaukee market.

One of the oldest grain traders in Milwaukee, David G. Owen, is dead at the age of 70 years. Mr. Owen was president of Owen & Brothers Company, commission merchants in the local market. He was born in this city in 1857 and has been in the commission business for fully 50 years. Of recent years he was not as active in the grain business but he still had a wide acquaintanceship among grain traders. Mr. Owen was survived by his widow, Ella Syverson Owen, a daughter, Bergetta, and two sons, Allan K. Owen and David G. Owen, Jr.

K. L. Burns, of the Globe Milling Company of Waukegan, has been elected a member of the Milwaukee Chamber of Commerce.

The rate of interest on advances at the Milwaukee Chamber of Commerce has again been placed at 6 per cent.

The steamer *Clemens A. Reiss* cleared from the Milwaukee port for Buffalo with a cargo of 239,000 bushels of wheat loaded at the Chicago & Northwestern Kinnickinnic Elevator.

A comparison of prices for grain at Milwaukee shows that corn is now selling about 30 cents over prices for a year ago. The No. 2 Yellow which brought around 74 cents a year ago is now selling around \$1.05 a bushel.

## ST. LOUIS

FAIRMOUNT

CORRESPONDENT

THE first car of new wheat in this market arrived on June 28 from Oklahoma which graded No. 1 Hard Winter wheat, testing 60½ pounds and sold at \$1.46½. This was consigned to the Marshall Hall Grain Corporation had sold to the J. F. Imbs Milling Company of Belleville, Ill.

The first car of new wheat of Missouri growth arrived here on July 5 inspecting No. 3 Red Winter wheat, testing 56½ pounds, 11.40 per cent moisture and 1 per cent dockage. It was very thin and dark looking. This car was grown in southeast Missouri and sold at \$1.43.

V. C. Elmore, of Ashland, Ill., a veteran in the grain trade, was with us on the floor of the Exchange for several days.

Harry Watson of the Ichtertz & Watson Commission Company, which recently dissolved, has moved to Chicago and will be associated with F. L. Schreiner on the Chicago Board of Trade.

Fred Morrison of Morrison Bros., grain, hay and live stock shippers at Ramsey, Ill., was a visitor on the Exchange floor. Mr. Morrison is well known to the membership.

V. C. Tice, a member of the St. Louis Merchants Exchange for many years, has entered the employment of the Manson Commission Company as traveling representative. Mr. Tice is well and favorably known to the shippers in this section and we know he will make good in his new connection.

Charles Rippin secretary and traffic commissioner of the St. Louis Merchants Exchange, tendered his resignation on June 14, effective August 1. No action



was taken at that time by the Board of Directors of the Exchange. Mr. Rippin has been traffic manager of the Exchange for 15 years and for the past three years has served as secretary treasurer and traffic commissioner. He was general agent of the M. P. Ry., 1906-1912. In 1923-24 he was president of the National Indiana Traffic League.

Mr. Rippin has purchased an interest in the Hemmelmann Spackler R. E. Company, purchasing the interest of Theo. Hemmelmann, who has retired.

Paul Marshall, P. W. Wilson, H. Berkemeyer, Robert Walker, G. L. Payne and R. Buck, formerly with the Valje & Spies Milling Company, a subsidiary of the Flour Mills Corporation of America, have purchased an interest in the Hall Milling Company, owned by Mrs. Marshall Hall, who died about a year ago, and will assume charge July 1.

Charles H. Kensler, of Kansas City, Mo., is an applicant for membership in the St. Louis Merchants Exchange. Mr. Kensler is now connected with the Plant Flour Mills Company and will purchase wheat on the Exchange floor.

Gerald G. Gilligan, purchasing agent for the National Stock Yards Company, who has been confined to his home by illness, is again back on the floor.

J. C. Regier of the Buhler Milling & Elevator Company of Buhler, Kan., was a visitor on the Exchange during the past week.

Charles Rippin, former secretary and traffic commissioner of the Merchants Exchange, who has just resigned, is an applicant for membership of the St. Louis Merchants Exchange.

J. W. Cohn, of the National Feed Company, has also applied for membership of the Merchants Exchange. Mr. Cohn is a former member who resigned to enter the hotel business and is again returning to the feed business.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

CHANGES in business connections on the Duluth Board of Trade during the last month include the transfer of the membership of P. K. Corcoran to M. W. L. Brisley of the Occident Elevator Company and of the membership of W. W. Durham to C. Romieux of the W. C. Mitchell Company. Mr. Corcoran has arranged to enter into the general grain commission business on his own account on this market and his wide circle of friends have been wishing him every success in his enterprise. Mr. Corcoran was for several years manager of the American Linseed Company's office on this market but he was later associated with Jack Schiller as buyer for the Occident Elevator Company here.

Mr. Brisley is also well known in grain trade circles here having been a buyer for the old firm of Randall, Gee & Mitchell prior to the war. The other Board of Trade change means that Mr. Durham who has been on the trading floor for the W. C. Mitchell Company, has assumed charge of a department in that office. Mr. Romieux has taken his place on the trading floor.

R. M. White of the White Grain Company expressed the opinion that northern Minnesota would harvest its heaviest crop hay in many years, and he looks forward to handling a large tonnage of hay and other feeds during the winter owing to the remarkable expansion of dairying operations.

Operators on this market experienced a much better trade than they had hoped for during the last few weeks. Receipts of wheat, Durum and rye have been in good volume for the season with a better movement from country elevators and farmers' hands since the completion of seeding operations. Farmers are said to have been letting go of their holdings on any swells having apparently given hopes of any prolonged market upturns materializing on this crop. The recent heavier run of bulk headed cars is leading commission men to conclude that farmers bins are being scraped in most sections of this territory. The records show that shippers have been able to obtain around 2 cents better quotations than a month ago in Spring wheat futures while Durum futures are running a shade up in July with the September future about 3½ cents off. Shippers have not however been able to do as well recently as they might have a few weeks ago, top premiums on choice amber Durum have been cut 4 cents to 8 cents over the July price. The top for No. 1 Durum now stands at 3 cents over July, just where it was a month ago. It has been noted that buying of Durum on the part of millers has slackened recently due to their having covered their flour making contracts. The elevators have however been in the market

more freely for medium grades of Spring wheat and Durum wheat of good weight and color for mixing purposes. None of that crowd are doing any worrying though, as stocks of Spring wheat in the elevators here have been brought down to less than 1,200,000 bushels and of Durum to less than 650,000 bushels.

Elevator and commission men on this market are counting upon a substantial expansion in the demand for barley for feed during the new crop year on account of the high market in corn and the apparent certainty that a considerable proportion of the crop will be suitable for ensilage only on account of the backward season. It is noted that barley has been in active demand on this market during the last several weeks and that dealers who had been accustomed to pass it up have been operating in it for some time back.

Specialists in the oats market here have been gratified over the good reports coming to hand regarding the outlook for that crop over the Northwest. In the event of a realization of present yield estimates, dealers are sanguine of putting through a liberal trade on this market this fall. Some export inquiry for oats has been experienced here lately and a fair amount of that grain was loaded out for eastern shipments during the last month. Stocks of oats in the elevators here were cut down to 1,800,000 bushels as on July 10 or 6,000,000 bushels less than the total at the opening of navigation.

With efficient state and private facilities for making protein tests on this market in Spring wheat and Durum, commission men are sanguine of their ability to afford the best service and the most liberal prices for their country patrons. It is noted that the demand for protein grain has contributed to better care in the selection of seed and the giving of more attention to other factors calculated to contribute towards raising high grade grain. Commission men here have been endeavoring to impress upon their farmer friends that they would do well to count upon efficiency and cutting down of costs as the main factors in profitable farming.

Negotiations have been on for the purchase by the Duluth Board of Trade of the Elks Club property adjoining it on West First Street. In the event of that deal going through and the disposition of a building site on West Second Street purchased 14 years ago, the Board of Trade here would be all set to proceed with the erection of a large addition to and the remodeling of its premises which have become inadequate to take care of the offices needs of its members and to provide accommodations under the one roof for the various adjuncts to the grain trade.

## MINNEAPOLIS

ALBERT W. MORSE - CORRESPONDENT

THE State Board of Grain Appeals, consisting of the Minneapolis Board and the Duluth Board, in joint session, in Minneapolis, on June 29, established the following grades:

"The grades for wheat, oats, rye and corn to be the grades in force during the last year, and conforming in all respects to Federal grades.

"The grades on barley to be the same as last year except the following changes which will take effect September 15, 1927:

"No. 2 Barley:

"1—May contain not more than 15½ per cent of moisture.

"2—Shall contain not less than 86 per cent of sound barley.

"3—May contain not more than 10 per cent of oats and wild oats, singly or combined.

"No. 3 Barley:

"1—May contain not more than 15½ per cent of moisture.

"2—Shall contain not less than 86 per cent of sound barley.

"3—May contain not more than 10 per cent of oats and wild oats, singly or combined.

"No. 4 Barley:

"1—May contain not more than 15½ per cent of moisture.

"No. 1 Feed Barley:

"1—May contain not more than 15½ per cent of moisture.

"Taking effect August 1, 1927, the old flax and buckwheat grades are repealed and the following grades adopted:

"No. 1 Flaxseed:

"Shall be sound, dry and free from mustiness, shall be northern grown, and shall weigh not less than 49 pounds to the measured bushel, and shall contain not more than 20 per cent of damaged seed, and shall not contain more than 11 per cent moisture when free from dockage.

"No. 2 Flaxseed:

"Shall be sound and dry, shall weigh not less than 47 pounds to the measured bushel, and shall contain not more than 30 per cent of damaged seed, and shall not contain more than 11 per cent of moisture when free from dockage.

"Sample Grade Flaxseed:

"Shall be flaxseed which does not come within the requirements of the above grades, or that is warm, moldy, fireburnt, very musty or otherwise unfit for storage.

"All flax grown in Minnesota, Wisconsin, North and South Dakota, Montana and Canada meeting the requirements of No. 1 shall be classed as northern grown flaxseed.

"No 1 Buckwheat:

"Shall be buckwheat that is dry and reasonably clean, and shall not contain more than 16 per cent of moisture.

"No. 2 Buckwheat:

"Shall be buckwheat that is reasonably clean and shall not contain more than 18 per cent of moisture.

"No. 3 Buckwheat:

"Shall be buckwheat that is dirty or musty or otherwise unfit for the above grades.

"Seed inspection effective July 1, 1927:

"Alfalfa seed, Sweet Clover seed, Red Clover seed, Alsike Clover seed, Timothy seed and Millet seed consigned for sale to the terminal markets in this state, upon the request of the owner or consignor of such seed, will be inspected for dockage by the State Inspection Department at such terminal market, and the percentage of seed and other matter will be stated on a certificate issued on the seed inspected.

"When there is a dispute between the seller and the buyer of any of the above mentioned seeds at other than the terminal markets the seller and buyer may agree on a sample of the seed in controversy and send the sample to the State Inspection Department, and the seed will be inspected and certificate issued in the same manner as is done in the terminal market."

R. C. Miller, Federal grain supervisor in charge of the Minneapolis office, United States Department of Agriculture, was operated upon at Hill Crest Surgical Hospital, Inc., Minneapolis, the morning of July 5. The hospital authorities informed his business associates shortly afterward that Mr. Miller was progressing satisfactorily.

The Atkinson Milling Company figures on the construction of additional storage tanks at its mill, on the C. M. & St. P. tracks. They now have eight large tanks with a total capacity of about 160,000 bushels. The new tanks would conform in design to those now on the property. The Barnett & Record Company is making estimates of the work.

B. V. Loosemore, secretary and treasurer of Quinn-Shepherdson Company, grain commission, returned July 2 from a trip through California, Washington, and Oregon. He reports that the wheat crops in Washington and Oregon look splendid, and are so well matured that it would be unlikely that any change in conditions could injure them. He combined business with pleasure on the trip and was gone about a month. Mrs. Loosemore accompanied him.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

William L. Leavitt, who formerly was a representative in Boston for western mills, has resumed business again and became a member of the Boston Grain & Flour Exchange. Harry R. Dobson, doing business in Boston as a broker and Vaughan M. Mayo of Waterville, Maine, who is engaged in the grain and feed business, have also become members.

John H. Lee, associated with Horace Cook & Co., a member of the Exchange who has been studying law at the Suffolk Law School, was graduated from that institution June 2.

While locally there is a good demand for oats, there is but little sale for corn. In the country section the situation is reversed, there being a fair sale for corn and but little inquiry for oats. This is owing to cows being found only in the market garden section around Boston, while on the other hand there are a great many horses in the metropolitan district. Dealers handling chicken wheat state that they have more demand for milling wheat and less for rejected and burnt wheat than formerly was the case.

Pasturage conditions continue so good that wheat feeds are in limited demand and prices ruling easy. Owing to Canadian feeds being offered in addition to western shipments, buyers are cautious and not inclined to lay in stocks beyond present needs.

Stocks of grain in regular elevators as of June 25 were as follows: Wheat, 208,930 bushels; corn, 1,038 bushels; oats, 19,247 bushels; rye, 2,883 bushels.

Receipts of hay are not large and mainly comprised of medium grades. The market for top grade is steady, but for low grades prices are weak. Receipts



of hay at Boston for the month of June were 285 cars. Rye straw 4 cars.

\* \* \*

Receipts of grain at Boston for the month of June, as tabulated by the Boston Grain & Flour Exchange, were as follows: Wheat, 20,250 bushels; corn, 2,475 bushels; oats, 84,900 bushels; rye, 1,100 bushels; malt, 4,100 bushels; mill feed 81 tons; cornmeal, 242 barrels; oatmeal, 6,133 cases; ditto, 585 sacks.

\* \* \*

Among the visitors to the Exchange during the month of June, outside of New England, were the following: E. Toole, Winnipeg, Canada; Emery Cocke, Atlanta, Ga.; H. E. Tweeden, Buffalo, N. Y.; C. A. Cole, New York City; J. W. Hannes, Buffalo, N. Y.; David Page, Topeka, Kan.; D. H. Cameron, Atlanta, Ga.; M. H. Davis, Little Rock, Ark.; John Sheedy, Chicago, Ill.; G. F. Ewe, Minneapolis, Minn.; S. J. Thompson, Cincinnati, Ohio; Arthur J. Riebs, Milwaukee, Wis.

## RECEIPTS AND SHIPMENTS

Following are receipts and shipments of grain, etc., at the leading terminal markets in the United States for June:

**BALTIMORE**—Reported by Jas. B. Hessong, Secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	515,109	1,332,021	694,041	1,111,533
Corn, bus...	55,244	69,196	...	51,428
Oats, bus...	130,209	93,720	...	29,938
Barley, bus...	...	342,256	...	377,612
Rye, bus...	7,446	4,285	4,741	25,714
Malt, bus...	23,921	17,500	...	...
Buckwheat, bus...	...	1,258	...	...
Millfeed, tons	1,304	2,606	...	...
Straw, tons...	66	53	...	...
Hay, tons...	890	1,192	...	...
Flour, bbls...	104,255	73,571	55,652	12,544

**CHICAGO**—Reported by J. J. Jones, Secretary of the Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	1,746,000	1,652,000	1,950,000	1,467,000
Corn, bus...	7,551,000	8,929,000	3,969,000	2,804,000
Oats, bus...	3,616,000	4,590,000	1,788,000	2,839,000
Barley, bus...	373,000	800,000	87,000	167,000
Rye, bus...	159,000	93,000	381,000	28,000
Timothy Seed, lbs.	779,000	667,000	134,000	517,000
Clover Seed, lbs.	...	28,000	74,000	93,000
Other Grass Seed, lbs.	163,000	1,434,000	503,000	324,000
Flax S'd, bus	177,000	331,000	1,000	1,000
Hay, tons...	9,854	15,435	695	3,630
Flour, bbls...	969,000	945,000	664,000	670,000

**CINCINNATI**—Reported by J. A. Hallam, Chief Inspector of the Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	210,000	147,000	117,600	431,200
Shelled Corn, bus...	457,800	562,800	421,400	462,000
Oats, bus...	166,000	220,000	126,000	128,000
Barley, bus...	1,400	1,400	...	...
Rye, bus...	4,200	5,600	2,800	1,400
Grain Sorghums, bus.	1,400	7,000	...	...
Ear Corn, bus...	5,000	8,000	...	...
Hay, tons...	4,653	5,082	...	...
Feed, tons...	240	2,640	...	...

**DENVER**—Reported by H. G. Mundhenk, Secretary of the Grain Exchange:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	211,500	292,500	34,000	40,500
Corn, bus...	190,650	258,850	70,500	88,350
Oats, bus...	56,000	138,000	48,000	72,000
Barley, bus...	8,500	17,000	5,100	1,700
Rye, bus...	3,000	1,500	...	...
Hay, tons...	570	530	...	...
Beans, C. L.	11	...	80	168

**DULUTH**—Reported by Chas. F. McDonald, Secretary of the Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	3,197,993	3,462,898	4,615,704	5,363,800
Bonded Wheat, bus...	11,644	19,456	9,622	87,491
Corn, bus...	15,193	12,385	8,437	...
Oats, bus...	20,687	1,045,844	1,416,715	1,663,432
Bonded Oats, bus...	...	13,845	12,506	98,940
Barley, bus...	498,466	343,698	378,304	479,741
Bonded Barley, bus...	4,980	31,491	...	...
Rye, bus...	795,570	635,662	1,233,292	673,532
Bonded Rye, bus...	...	3,335	...	...
Flax Seed, bus...	216,063	287,276	137,635	120,812
Bonded Flax Seed, bus...	...	538	...	2,204

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell, Statistician of the Board of Grain Commissioners for Canada:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	7,344,073	13,571,935	10,174,084	27,577,647
Corn, bus...	6,986	2,989	6,986	2,989
Oats, bus...	97,490	3,929,240	823,652	5,553,221
Barley, bus...	367,156	2,298,816	852,749	4,627,681
Rye, bus...	106,106	420,659	115,402	1,160,691
Flax Seed, bus...	94,579	503,452	498,234	190,968
<b>KANSAS CITY</b> —Reported by W. R. Scott, Secretary of the Board of Trade:				
	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	3,600,800	4,625,100	4,011,000	2,037,150
Corn, bus...	2,668,500	1,847,500	961,500	1,265,000
Oats, bus...	176,000	282,200	154,000	217,500
Barley, bus...	27,200	3,000	11,200	24,700
Rye, bus...	25,500	12,100	16,500	51,700
Bran & Shorts, tons	3,620	4,900	13,320	12,400
Kaffir Milo, bus...	240,900	468,600	332,000	240,000
Hay, tons...	12,852	15,582	8,148	4,836
Flour, bbls...	55,575	77,025	681,850	457,275

**GALVESTON**—Reported by H. A. Wickstrom, Chief Inspector of the Cotton Exchange and Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	...	...	984,000	120,000
Barley, bus...	...	...	101,602	...
Kaffir Corn, bus...	...	...	64,535	...

**INDIANAPOLIS**—Reported by Wm. H. Howard, Secretary of the Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	203,000	98,000	170,000	80,000
Corn, bus...	1,152,000	1,410,000	1,084,000	778,000
Oats, bus...	434,000	682,000	558,000	660,000
Rye, bus...	1,600	...	...	...
Flour, bbls...	...	...	...	...

**LOS ANGELES**—Reported by M. S. Thiebaud, Secretary of the Grain Exchange:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	349	192	...	...
Corn, bus...	228	273	...	...
Oats, bus...	26	43	...	...
Barley, bus...	300	200	...	...
Rye, bus...	...	1	...	...
Milo, bus...	30	39	...	...
Rice, carlds...	21	20	...	...
Kaffir Corn, carlds...	45	19	...	...
Bran, carlds...	118	165	...	...
Flour, carlds...	141	156	...	...

**MILWAUKEE**—Reported by H. A. Plumb, Secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	518,400	277,200	295,449	384,114
Corn, bus...	1,370,480	562,400	275,734	294,107
Oats, bus...	1,200,600	676,260	984,129	432,182
Barley, bus...	453,180	854,900	79,317	107,565
Rye, bus...	90,450	89,145	96,451	45,300
Timothy Seed, lbs.	...	60,000	...	...
Flax Seed, bus...	123,041	30,030	...	...
Hay, tons...	756	...	144	...
Flour, bbls...	235,650	182,850	30,516	50,330

**MINNEAPOLIS**—Reported by G. W. Maschke, Statistician of the Chamber of Commerce:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	5,158,730	4,814,440	3,093,280	2,988,800
Corn, bus...	2,319,460	600,700	910,190	392,520
Oats, bus...	740,380	927,690	2,747,450	2,140,060
Barley, bus...	1,076,070	959,550	663,650	845,370
Rye, bus...	230,770	261,920	251,730	123,470
Flax Seed, bus...	276,580	359,740	89,410	111,760
Hay, tons...	1,312	2,121	279	177
Flour, bbls...	28,741	21,836	897,288	937,672

**MONTREAL**—Reported by J. Stanley Cook, Secretary of the Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	17,619,764	22,477,775	11,676,931	23,338,108
Corn, bus...	88,387	213,129	6,750	6,286
Oats, bus...	4,080,094	6,164,016	2,636,327	...
Barley, bus...	4,064,957	2,923,076	2,658,452	3,304,087
Rye, bus...	8,446,759	2,302,097	4,867,709	2,784,862
Flax Seed, bus...	120,566	...	...	...
Hay, bales...	47,409	86,911	19,182	23,154
Flour, bbls...	275,305	...	366,811	732,997

**NEW ORLEANS**—Reported by S. P. Fears, Chief Grain Inspector and Weighmaster of the Board of Trade, Ltd.:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	27 cars	49 cars	207,397	94,092
Corn, bus...	174 cars	257 cars	338,942	554,599
Oats, bus...	27,824	348,790*	106,369	59,938
Barley, bus...	36 cars	44 cars	...	...
Rye, bus...	1 car	9,960	...	...
Rye, bus...	2 cars	2 cars	...	...
Gr. Sorghums	2,757	84,608	...	85,714
Wheat Scraps	5 cars	4 cars	...	...

**NEW YORK CITY**—Reported by H. Heinzer, Statistician of the Produce Exchange:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	3,748,800	6,371,600	4,496,000	6,484,000
Corn, bus...	66,000	208,500	43,000	51,000
Oats, bus...	1,088,000	1,534,000	474,000	608,000
Barley, bus...	529,600	1,395,500	1,390,000	1,174,000
Rye, bus...	715,500	291,500	781,000	292,000
Clover Seed, lbs.	...	...	360 Bags	20
Flax Seed, bus...	176,000	159,000	...	...
Hay, tons...	4,611	6,752	...	...
Flour, bbls...	798,719	1,010,243	235,000	528,000

**OMAHA**—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	949,200	623,000	655,200	357,000
Corn, bus...	3,312,400	1,580,600	1,790,600	1,575,000
Oats, bus...	372,000	840,000	450,000	854,000
Barley, bus...	3,200	1,600	1,600	14,400
Rye, bus...	39,200	60,200	14,000	98,000

**PHILADELPHIA**—Reported by A. B. Clemmer, Secretary of the Commercial Exchange:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	383,007	679,155	1,248,218	400,690
Corn, bus...	56,570	52,358	...	30,996
Oats, bus...	123,393	303,687	...	105,000
Barley, bus...	1,118	1,714	...	...
Rye, bus...	1,177	1,174	...	...
Flour, bbls...	182,073	179,270	16,134	18,845

**SUPERIOR**—Reported by J. W. Conner, Secretary of the Wisconsin Grain and Warehouse Commission:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus...	2,179,635	2,046,429	2,555,561	2,603,035
Bonded Wheat, bus. ....	11,942	33,231	9,655	34,491
Bonded Oats, bus. ....	.....	17,871	12,506	98,940
Bonded Rye, bus. ....	.....	3,892	.....	.....
Bonded Bar- ley, bus...	4,980	63,267	.....	.....
Bonded Flax, bus. ....	.....	643	.....	.....
Corn, bus....	25,408	17,230	9,402	.....
Oats, bus....	14,002	833,796	1,164,012	1,554,421
Rye, bus....	504,203	496,470	870,888	422,146
Barley, bus...	582,917	398,404	300,495	423,699
Flax, bus....	144,092	139,233	1,571	58,606



# HAY, STRAW AND FEED

## ALFALFA COST LESS THAN THAT OF TAME HAY

A careful investigation of the cost of hay production in Steele County, Minnesota, has shown that the average cost of raising a ton of Alfalfa hay is \$7.09, as compared to \$8.52 for tame hay. These figures were arrived at by Minnesota University men who declare that in addition to the lower cost of production, Alfalfa is much superior to the ordinary mixed hay for nutritional purposes. On sandy soil Alfalfa seems to have a decided advantage over Clover hay, as the percentage of failures for the latter is high.

## FRENCH TRY FISH MEAL FOR PIG FEED

Experiments made at the School of Grignon in Paris, France, have been made to determine the quantities of fishmeal that, without injury, may be safely introduced into the balanced ration of pigs. The control group received rations without fishmeal while the test group had a proportion of fish meal rising progressively from 0.5 kg., (1.1 pounds) to 1 kg., and 2 kg., (4.41 pounds) per head per day.

The results of the trial showed that fishmeal in the moderate proportions of from 0.2 to 0.3 kg., (about a half pound) per head per day is suitable for fattening. The quantity may be increased to two or three pounds so long as it is administered gradually.

The strong smell of the meal does not cause it to be rejected, and it is reported to have had no effect on the quality of the meat. Fishmeal, which is rich in protein, lime, and phosphoric acid, is highly recommended by the Parisians, who compare it to meat powder very rich in digestible protein.

## HAY FOR CALVES

It is extremely important to the welfare of the calf that it receive all the hay it will consume at all times. As studies of various hay types progress, it is becoming more common for farmers to buy the particular kinds best for calf feeding from local elevators or hay dealers rather than to practice the false economy of using only home grown roughage.

Calves raised on milk and grain alone do not thrive; they become rough haired and appear unthrifty. Some have a characteristic form of convulsions or fits, and may die if roughage is not provided. Therefore, the calf should be encouraged to eat hay. Good Clover hay is probably best for calves; Alfalfa must be placed second because of its too laxative effect at times. Timothy hay is satisfactory when supplemented by proper grain feeding. It should always be fed to calves suffering from scours or other forms of extreme looseness of the bowels. Ordinarily, no more hay should be fed at one time than will be eaten up clean each day. Calves will consume more hay if it is fed often in small amounts, because they do not like to eat food that has been nosed over.

## CHOPPED HAY PREFERRED

Proponents of chopped hay feeding claim great economy results from the practice because animals clean up all the heavier stems which they would refuse in the long hay form. They point to the growing popularity of chopped hay storage houses throughout the West as practical proof of their point. Some feeders believe it saves 25 per cent of the labor of feeding and nearly 20 per cent of the hay which otherwise would be wasted. That chopped hay may undergo some advantageous change in storage which makes it more easily digested is the opinion of many stockmen. It is

true that chopped hay usually comes from storage with a brown color and a "tobacco odor" which may be indicative of chemical changes.

Another merit of chopped roughage is the economy it permits in storage space. Under ordinary conditions it is estimated that chopped hay occupies about one-third less space than loose hay; that instead of the 450 to 500 cubic feet required for a ton of the latter, 150 cubic feet will suffice for the former. And where the depth of the stored hay is great, so that the weight of the hay in the top layers will compress that below, figures down to 100 cubic feet per ton of cut hay are possible.

There are two disadvantages to feeding chopped hay, of course, which frequently have been pointed out. One is the cost of cutting, and the other the difficulty of getting the hay properly cured for cutting. To store well, the hay must be very dry before it is cut. There are instances on record of fires from spontaneous combustion where hay was chopped too green.

## SALMON OIL IN FEEDS

Salmon oil, as well as cod liver oil appears to be a good source of vitamin values for laying mashers, according to experiments conducted at Berkeley, Calif. The salmon oil in these tests satisfactorily replaced carrots and the commonly used varieties of green feeds. Whether or not the oil might be used indefinitely in place of the natural green feeds, as a supplement to mixed grain rations, has not been proven.

## CONCERTED ACTION FOR NEW SOUTHEASTERN HAY RATES

At the request of hay shipping interests in Michigan, Ohio and Indiana, Director Hardie, of the Interstate Commerce Commission's Bureau of Traffic, held a conference the middle of June with the object of affording the shippers full opportunity to persuade the Central Freight Association lines to afford relief in rates on hay to southwestern territory. Hay men of the three states mentioned asserted that the adjustment of rates from New York, on the one hand, and from Ohio, Indiana and Michigan, on the other, was such that the shippers in the last three states mentioned had practically been shut out of the Southeast. The Michigan men said they were at a disadvantage of from \$2 to \$9 per ton in freight rates in comparison with shippers from New York, the latter having joint through rates, while the other shippers had to ship on combinations.

T. D. Geohagan, for Ohio and Indiana shippers, asked the railroads to accept 75 per cent of their locals to and from the Ohio River crossings and Virginia cities. R. L. Tuttle, speaking for the Michigan shippers, approved that.

L. E. Oliphant, speaking for the three chief originating lines in Michigan, proposed a temporary reduction of five cents per 100 pounds, the tariffs to expire November 15, via Virginia cities to Carolina territory. Brooks G. Brown, for the southern lines, said the latter, several years ago, had done what they could to remedy the situation by establishing proportionals from the gateways about 80 per cent of their locals. In addition, he said, they had persuaded the New York originating lines to increase the rates from New York to Carolina territory about eight cents per 100 pounds. He said he felt the southern lines had made their contributions to help the Ohio, Indiana and Michigan shippers.

After all the hay shippers, in the three complaining states, have been canvassed, Director Hardie either will press for concerted action by the lines from Ohio, Indiana and Michigan on the

plan proposed by the Michigan lines, or drop the matter, as the interested shippers may say. The rates proposed would be *ad interim* as a measure of relief, to serve until the rates prescribed in the Southern Class Rate case were made effective. The railroads are trying to get their tariffs in that case ready so as to put them into operation on January 1, 1928.

## NEW TYPE FEED FAILS

There is no substitute for the mixed grain poultry feeds now available to consumers at three out of every four country elevators. New proof for this statement is furnished by the results of an interesting test conducted at Ohio University by A. R. Winter. Pullets were fed on purified foods from the time they were hatched, and never tasted corn, wheat, oats, dried milk or grass, but received a mixture of starch, casein, "crisco," salt mixture, agar, cod liver oil, and yeast. Eggs from these pullets would not hatch, proving that while oil, yeast, etc., may be used to advantage as parts of a grain ration, they cannot be used exclusively with success.

## FEED MARKET REVIEW

Good demand for the moderate offerings of wheat feeds caused higher prices at most markets during the week ending July 6 in spite of weakness in feed grain markets but other feedstuff showed slight declines for the week states the Weekly Feed Market Review of the United States Department of Agriculture. Good pasturage continued to restrict the consumption of feeds in most sections while more favorable weather for the growing corn crop caused lower prices for corn and oats and narrowed the outlet for some by-product feeds. Demand was quiet all along the Pacific Coast.

Wheatfeeds advanced sharply in northern markets but ruled barely steady at southern points. Demand for offering was active in the northeast, northwest and southwest but local inquiry was quiet over most of the Soft Winter wheat area. Output of feed recently has been possibly less than was expected in some quarters largely because of the smaller wheat crop in the Southwest this year and smaller volume of flour buying. In addition the increase in the spring pig crop this year has stimulated the demand for shorts, middlings and the heavier feeds for use in feeding small pigs.

Trading was of small volume at Philadelphia and while prices were higher at Buffalo, offerings were liberal. Mixed feed manufacturers were good buyers at Chicago while current demand at Minneapolis was absorbing production so that no feed was going into storage from that point. Demand for bran at Soft Winter wheat markets, however, was only moderately active and prices made slight declines. The heavier feeds were in good demand throughout the Central West and in the Northwest while offerings in the Southwest were hardly equal to current needs. Gray shorts were very scarce at Omaha. Linseed meal was draggy in the east, but ruled slightly firmer in the Northwest where inquiries were slightly more numerous. Production continued light and crushers at Buffalo were pressing sales.

Cottonseed meal was slightly easier, largely because of some selling pressure from resellers. Demand at most points continued of limited volume. Northeastern resellers recently were offering meal at about 50 cents under southern quotations and some meal was being offered at slight discounts at Chicago for immediate shipment although deferred shipments were held firm.

Gluten feed was irregularly lower. Manufac-  
(Continued on Page 52)



# ASSOCIATIONS

## MICHIGAN AND OHIO GRAIN DEALERS HOLD JOINT MEETING

With a large registration that included a good representation not only from the local territory but from some distance away, the Ohio Grain Dealers Association and the Michigan Hay & Grain Dealers Association held a joint annual convention June 22 and 23, in Toledo, Ohio. The headquarters were in the Waldorf Hotel, and the first day was devoted to joint sessions of the two organizations both in the morning and afternoon. On the second day, each association held a business session—the Ohio dealers in the main dining room and the Michigan group on the tenth floor of the hotel. A banquet afforded a means of getting together for entertainment the first night, and the program provided through the courtesy of the Toledo Pro-



RETIRING SECRETARY E. T. CUSTENBORDER AND PRESIDENT PHIL SAYLES

duce Exchange, proved a good supplement to the business program which had been arranged by the officers of the two organizations.

### JUNE 22—MORNING SESSION

The meeting was called to order the morning of June 22 by President Phil Sayles, Columbus, of the Ohio Grain Dealers Association. Immediately after the call to order, H. W. Applegate, president of the Toledo Produce Exchange, made the formal address of welcome, in which he said in part:

#### MR. APPLGATE'S ADDRESS OF WELCOME

We of the Toledo Produce Exchange are very happy to welcome you this morning. It has been our privilege to entertain the Ohio grain dealers in their annual meetings, but never, I think, have the Ohio Grain Dealers Association and the Michigan Hay & Grain Association met in joint session, so with this thought in mind we have something to be quite proud of.

It was our intention to also have the Indiana Association with us, but our nearby associates decided they would rather stay within their own borders for their June meeting. It is my hope in the future that a tri-state meeting may be held here.

Situated as we are in the corner of three states, we are in close touch with you at all times, and to us state boundaries are not considered in our dealings. Many of the grain carrying railroads pass through the three states and terminate in this city, so physically we afford the natural market for your grain and seeds. Toledo is the nearby market giving you quick return on your shipments and keeping you advised daily as to prices through our bid cards and market letters.

Mail from here for the most part reaches you over

night, which, needless to say, is of great benefit in a business such as ours where the margin of profit is so close. In the grain and milling business we are trained to anticipate and to deal in futures in the strict meaning of the word; our ability to do so to a very great extent decides whether we are on the right side of the ledger or not.

Other lines of business are combining, reducing the overhead and working for volume to pull them through. It seems to me that the great problem in our line is to look ahead and try and work out a mode of procedure which will let us keep our place in the economic structure.

Politically it would seem that our future is not too bright and the only way we can exist is to meet the changes in world conditions and to show that we have a place in business which cannot be filled in a better way.

Stop just a minute and think what great accomplishments have been made in five years—air mail, air passenger service a reality, the radio, trans-Atlantic telephone, and finally Lindbergh hopping off from New York and being in Paris in a day and a night. Such happenings are bound to change all preconceived business ideas and thus affect our own.

What we accomplish can only be done by working in unison and along basic ideas of service.

Conventions such as this are needful and necessarily must be held with thought behind them to better our working conditions.

In looking over your program, I am sure this meeting will be helpful for you all and I assure you we of our Exchange will assist to the best of our ability.

The response on behalf of the Ohio Grain Dealers Association was made by E. C. Eikenberry, Camden, Ohio, and he paid handsome compliments to the Toledo market, concluding by expressing the belief that this was the most logical market for all dealers in the Great Lakes territory.

The response on behalf of the Michigan Grain & Hay Association was offered by H. R. White, Scotts, Mich. He said, in part:

#### MR. WHITE'S RESPONSE

We appreciate the cordial welcome of Mr. Applegate. It was with pleasant anticipations we, in response to President Bueschlen's inquiry that we recommended this joint meeting with our Ohio neighbors for we always enjoy our little journey to Toledo.

As we tour the various states through the east and come back over the mountains into this northern agricultural section of Ohio how truly one feels that he is traveling through a typical Garden of Eden. In a circle of 16 states, not a spot to compare with it till we came into our own fertile lands of southern Michigan to an agricultural industry totaling in value for the last several years of over a quarter billion dollars (one-twenty-fifth of all crops) per annum, coming from approximately 8,500,000 acres of over 1,500,000 acres corn, 1,000,000 acres wheat, 500,000 acres Spring wheat, 1,500,000 acres oats, 250,000 acres barley, over 500,000 acres rye.

The position of Michigan in relation to her sister states is really unique. Though not a new state, in the sense of those to the westward, there still remains great possibilities for agricultural development in the state, in addition to the improvement of those portions long ago reclaimed. It would be easily possible for citizens of other states, and perhaps some of our own, to assume that because settlement began at an early date in the state, that all the good land had already been occupied, and that the portion not under cultivation is of little or no use for agricultural purposes. On the contrary there are no better opportunities offered anywhere today for investments in farm lands than in the state of Michigan.

The only other business of the morning session on the first day was the naming of the Ohio association's committees by President Sayles. The following were named:

Resolutions: E. C. Eikenberry, Camden; J. C. Johnstone, Cleveland; and E. O. Teegardin, Duval. Auditing: L. R. Watts, London; W. S. Bricker, P. Sayne; and J. W. Simmons, Sidney.

Nominations: John Motz, Brice; Sam L. Rice, Metamora; and Grover Cline, Ashville.

The meeting then adjourned for luncheon.

### JUNE 22—AFTERNOON SESSION

The joint Michigan and Ohio session of the afternoon of the first day was called to order at 1:30 p. m. in the main dining room of the Waldorf Hotel by President Sayles. He introduced Hon. James T. Begg, member of Congress from the thirteenth Ohio district, who spoke on "Our

Foreign Policy and Its Effect on Business." Congressman Begg said, in part:

#### CONGRESSMAN BEGG'S ADDRESS

I believe I am conservative when I say the manner in which our foreign policy is settled will have material effect on our prosperity 10 years from now. United States produces a 25 per cent excess of all products in aggregate. That means we must find an outlet or lower our standard of living. It would seem impossible to increase consumption within domestic circles. We seem to have all we want to eat and to wear. More could hardly be used without increasing waste.

One thing can be increased. That is luxuries. We have already increased this too much. One of the big dangers in the country is found in them. Too many folks have mortgaged their incomes for 12 or 18 months ahead to pay for what they cannot afford.

It does not look like we will greatly increase our consumptive ability. American families are becoming smaller and the number of births cut down. The American policy on immigration has been proven correct, so we cannot hope to increase consumption from that source.

It would be impossible to decrease production. On it rests the bulwark of prosperity. Such a decrease would lower wages and living standards.

I am very much in favor of developing a fair foreign policy to permit trade expansion.

In the eastern countries, referring particularly to countries like India and China, where not enough food is produced to feed the hungry mouths, is the possi-



PRESIDENT-ELECT W. I. BILES OF MICHIGAN

bility of raising the standard of living at a price that they can afford. That is the place for our 25 per cent overproduction. Transportation and lower costs are the things necessary to move the agricultural surplus we hear so much about.

No matter what we do demagogues will shout against it. We must stand behind our policies of fair, honest dealing and maintain control of North America or have our standard of living lowered. As far as I am concerned every effort will be made to keep that control and the American standard of living.

Following this, Charles Quinn, secretary of the Grain Dealers National Association, spoke on the subject of "Farm Legislation." He said during the course of his discussion:

#### MR. QUINN'S ADDRESS

The very course of events has compelled us to go into politics to some extent. The grain business is one of the political troubles of our government and politicians.

In a recent speech at Northwestern University, Secretary Jardine claimed that classes in co-operative marketing should be in the curriculums of all primary and secondary schools. The fundamental principle of producers' control must be safeguarded. He lays the failure of the pools to insufficient volume and immediately adds that too much business in this way would be dangerous in that it might get away from producers' control.

Secretary Jardine and our president favor the Cur-



DELEGATES OF MICHIGAN AND OHIO GRAIN DEALERS ASSOCIATIONS ON THE DOCK AT TOLEDO, OHIO, JUNE 22



tis-Crisp Bill. This is just as vicious as any of its predecessors. It would take money from the United States treasury to organize and promote pools. Figures show the pools have taken from 12 cents to 24 cents per bushel for handling producers' wheat. The figures on the Indiana organization are 16 cents. Yet our government favors this, simply because it wants to give the farmers something.

The pools are large holders of grain and thereby fall to the mercy of the buyers. This compels taking lower than average prices.

Corn borer legislation was and is foolish. The facts in the case are that a pest comes, runs its course, and dies. The \$10,000,000 appropriated might as well be thrown away; it will not stop the borer. Yet we dared not fight it because we were actively engaged in fighting the McNary-Haugen Bill, a much more important measure.

A bushel of clippings received in my office shows that the farm depression is greatly exaggerated. They show that farmers who farm with their heads as well as their hands are not complaining. Those that wail are the ones that used bad business judgment after the war. Such are no more entitled to help than a business man who fails as the result of speculation outside his business.

One of the measures worthy of your consideration is the Federal Inspection Bill. This would transform Federal supervision to active inspection of grains. Some think they want it; others are satisfied with present methods. This bill would make first inspection final. Maybe it would be well for you to express yourselves regarding it.

East of the Indiana line, where the agricultural activities have become diversified and farmers are buy-



From Michigan Came Secretary T. J. Hubbard; L. M. Swift; Harry Northway, Harry Northway, Jr.; President E. Bueschlen; C. A. Miller; W. J. Orr and G. R. Marotzke

ers of grains, we hear no complaint nor calls for federal aid. These farmers do not want the price of grain to go higher. As diversification moves westward we shall hear less about farm relief. This fact alone prevented passage of the McNary-Haugen Bill. The eastern farmer was against it.

Henry L. Goemann, chairman of the national association's committee on transportation, then addressed the meeting briefly regarding traffic problems. He called attention to the fact that for some years the Association has been contending with the carriers regarding natural shrinkage, and said that last fall they were successful in obtaining a compromise on a uniform shrinkage of one-eighth of 1 per cent. He explained that the carriers are now striving to add one-tenth of 1 per cent scale tolerance. He urged the necessity to oppose this, saying that this tolerance does not consider the country shipper and his automatic scale. After his request that this be considered and after his pointing out the objections to the carriers' proposals, the convention adopted the following joint resolution:

"Resolved: By the Ohio and Michigan grain dealers in joint meeting at Toledo, Ohio, June 22 and 23, that Henry L. Goemann, chairman of the Transportation Committee of the Grain Dealers National Association and chairman of the Transportation Committee of the Ohio Grain Dealers Association, be requested to oppose the adoption of the scale tolerance rule of the American Railway Association carriers, as per their dockets. Furthermore, that he propose that the deduction of one-eighth of 1 per cent of the shipping weight be the only basis to be used for the adjustment of freight claims, which deduction fully covers scale tolerances. Any other shrinkage must be considered the liability of the carriers."

The meeting then adjourned.

## BANQUET SESSION

At about 7 o'clock, the evening of the first day, the banquet session commenced, with well over 300 in attendance. Fred Mayer, chairman of the Entertainment Committee, proved an able director of affairs and was in charge of the various entertainment features provided through the generosity of the Toledo Produce Exchange. The "June Tinker Lassies," a seven-piece orchestra, entirely feminine in its personnel, contributed successive numbers during the evening; and numerous other musical numbers were offered.

President H. W. Applegate, of the Toledo Produce Exchange, introduced the speaker of the evening, and before doing so recommended that the Ohio and Michigan associations give some thought to the question of whether or not it would be practicable to combine the two associations.

The banquet speaker was Dr. James S. Kirtley, pastor of the Ashland Avenue Baptist Church,

Toledo, and his subject was "An Army of Kernels."

Through the courtesy of the Toledo exchange, the ladies—and many of them were present at the banquet—received remembrances in the form of perfumers.

## JUNE 23.—OHIO MEETING

At the opening of the Ohio Grain Dealers Association business session on the morning of the second day President Sayles read the annual address of the president, in which he said:

### PRESIDENT SAYLES' ADDRESS

Brother grain dealers and ladies, we are assembled at the forty-eighth annual convention of the Ohio Grain Dealers Association. This association has functioned nearly one-half century, which proves that it was well founded by men who were far-sighted and unselfish in their efforts. During the past year we have lost two of the founders and we will hear later a tribute to their worthy careers.

This year we are meeting jointly with our brother grain dealers from the good state of Michigan. We welcome you—it is gratifying to see you here in such large numbers. This, I believe, is the first time that two state grain associations have ever met jointly for their annual meeting. We trust you will not regret meeting with us—we will try to be courteous hosts and make the meeting successful. We are only sorry that our good brother association on the west did not deem it advisable to join us. I am going to make a rather brief report as time is more important than a lengthy address by your president. Later your secretary will give you a detailed report of the activities of the association during the past year.

We are always glad to see so many members present at our convention. It shows a continued interest in this organization and proves that our membership is interested in the work your officers are doing. Without your continued interest and co-operation this association cannot function. We want you to feel that the meetings we will hold during the next few days are open forum in which all problems affecting the grain trade of the state can be fully and freely discussed.

During the past few years trade conditions have been anything but satisfactory and the country grain dealer especially does not seem to feel very optimistic about the future. But that only tends to emphasize the necessity of a closer affiliation of the grain men and a more enthusiastic interest in the work of the organization.

In order to increase the efficiency of the organization, and create a broader interest in its work, a closer relationship of the members is necessary. It might be suggested that the members strive to become more intimately acquainted with each other. This may be accomplished by holding local meetings in different sections of the state, or by members visiting each other for discussions on any trade conditions and operating problems that may be confronting them. An exchange of ideas will serve to assist the members in solving these difficulties, at the same time effecting a relationship between those dealers that will result in a better and finer loyalty toward the organization. Your president has attended many local grain meetings during the past year and I am confident they accomplish wonderful results. Why not try to have more of these meetings and larger attendance?

The association is just what the members make it. If the members will strive to conduct their business on a sound, honorable basis, and in a like manner support the organization in its activities, the association will have no difficulty in retaining its present prestige and the creditable position it now occupies among the trade organizations of this great state.

Secretary E. T. Custenborder, Sidney, then read the minutes of the fall meeting in Columbus and the December meeting in Lima.

Colonel Groce, Circleville, presented a memorial to departed members, which was read into the record by the president:

### MEMORIAL

Two names have been added to the roll of "our absent brothers" during the past year and we all were grieved to hear of the sudden passing on of our secretary of the National Mutual Fire Insurance Company, C. A. McCotter, whose name was well known to all of the grain dealers of Ohio, and we sympathize with his family and the company he served so long and well, in the loss they have sustained.

He seemed in good health at the funeral services of our own secretary on April 29 and we were shocked to read of his sudden death at his home in Indianapolis on May 26.

He was a good man, very much like our own Uncle Joe in appearance and manner, and his sudden taking away is a great loss to the grain dealers of our entire country.

*"Leaves have their time to fall  
And flowers to wither at the north wind's breath  
And stars to set—but all  
Thou hast all seasons for thine own, O Death."*

This is the golden hour of recollection, the mystic roll call of those who will respond no more. They are gone and the places that have known them shall know them no more, but upon our tablets of love and memory their names shall endure forever.

Death leaves a shining mark, a signal blow—and during the past year he has called two of our most prominent members to that mysterious realm from which no traveler returns.

Colonel Ezra Lee Southworth was born in Geneva, N. Y., May 31, 1848, and died in Toledo, April 20, 1927. He entered the grain business when only 21 years of age and became one of the most prominent members in the business. He held many positions of trust in the city of his adoption, where he numbered his friends by the thousand. He was a familiar figure at our annual meeting, and the "grand old man," as he was called, will be missed by all present today.

*"Farewell, our friend—God give us strength  
So when life's shadows reach that length  
Where light grows dim, and time is done,  
We, too, may say, we 'fought and won.'"*

The passing on of our beloved secretary has left an aching void in the hearts of all the grain dealers in Ohio. Kind, gentle, genial "Uncle Joe" McCotter laid down the burdens of life and passed to his reward at his home in Columbus, April 27, 1927, and a gloom, like a dark shadow, fell upon us all. He was always kind and courteous to all who met him, and I do not think he had an enemy in the world. I often went to him with my troubles and always came away cheered, comforted and encouraged, and ready to take up again the battle of life that had looked to me so discourag-

ing. No man did more for the grain trade than he. He was instrumental in organizing our association in 1880 and was its secretary and treasurer for 40 years, with but little reward, except the satisfaction of helping his host of friends in the trade.

In 1901 he organized the Ohio Grain Dealers Mutual Fire Insurance association and in 1902 he helped to organize the Grain Dealers National Mutual Fire Insurance company, and we all know the benefits derived and the money saved us by these two companies.

In 1905 he organized the Ohio Shippers Association which has helped many of us recover just claims and unjust charges from the carriers.

He worked always for others with but little thought for himself, and the organizations he built up stand as a monument to his memory.

*"Life's race well run  
Life's work well done  
Life's crown well won  
And now at rest."*

Sam L. Rice, Metamora, then spoke on "The United States Chamber of Commerce."

Secretary Hubbard of the Michigan association called on the meeting to express appreciation of the hospitality of the Ohio Grain Dealers Association and the Toledo Produce Exchange and to present a resolution inviting the Ohio grain dealers to a joint meeting in Michigan next year.

Fred E. Pond, secretary of the Buffalo Corn Exchange, spoke to the meeting briefly, and recommended the sanctioning of the New York Produce Exchange accepting wheat and oats on export contracts, grain to be delivered at Buffalo. He added his views in opposition to the Government extending its interference in business.

On behalf of the Baltimore delegation present, E. H. Beer, Jr., Baltimore, Md., expressed the appreciation of his fellow townsman for the courtesies extended them.

E. T. Custenborder spoke at some length in regard to the corn borer and said that it was not such a great menace as the agitators would have us believe. He expressed the opinion that though the Ohio and other farm bureaus were firm supporters of corn borer control and legislation, strong industrial interests were back of the control movement. He said that the corn borer has been in the fertile fields of Europe for the past 400 years and in Ohio for the last six, but that it has never been a serious menace in the corn belt and never will. The corn borer, he said, will do but little damage this year to Ohio corn on account of the damp, cool weather, but the agitators and politicians are going to take all the credit for the reduced ravages of the pest.

L. R. Watts, chairman of the Auditing Commit-



Secretary-Treasurer W. W. Cummings; President Phil C. Sayles; Directors R. Watts and E. O. Teegardin and Vice-President Edgar Thierwechter, all of Ohio

tee, made a favorable report on the records and accounts, which was received and accepted.

E. C. Eikenberry, chairman of the Committee on Resolutions, presented the following report:

### REPORT OF THE RESOLUTIONS COMMITTEE

Whereas, there is no authority for the assumption that the shipment or transportation of clean, bulk shelled corn is now, or ever has been, a factor in spreading the corn borer menace.

Whereas, the inspection of shelled corn on a farm track at, or in country elevators, is a great annoyance to elevator managers and a needless expense.

Therefore: Be it resolved that we look with disfavor upon this useless burden on our taxpayers and request Secretary Jardine to rescind Quarantine Order No. 43 which requires the Government inspection of bulk shelled corn at country elevators.

Whereas, the ear corn worm which occasionally infests green corn—roasting ears—is not a new or dangerous crop pest.

Therefore, the inspection of green corn—roasting ears—on our public highways is not only a useless expense, but is very annoying to tourists.

Therefore, be it resolved that it is the sense of the members of the Ohio Grain Dealers Association—and any others present who care to voice their sentiments—that the order requiring said inspection be withdrawn.

Be It Further Resolved: That a copy of this resolution be forwarded to Director Truax.

In contemplation of the successful meeting of the association in conjunction with the Michigan Hay & Grain Dealers, your committee would recommend the approval of the action of our officers in arranging this



joint meeting, which has revealed a common ground both of business interest and friendship.

We would also further recommend a vote of thanks to the members of the Toledo Produce Exchange in general and to President Applegate, and the members of the various committees to whose efforts we owe the courtesy that has been shown us and the fine entertainment we have enjoyed.

Recommendations adverse to efforts to control the corn borer were refuted in a few remarks by Edgar Thierwechter, Oak Harbor. He has been active in combating the corn borer in Ottawa County, where there are more corn borers per square inch than any other place in the state. The farmers will not clean up by request, he said, and stringent methods are necessary.

The Frazier Bill was discussed, and Mr. Quinn offered some explanations of the Government's stand in the matter. The consensus seemed to be that sole Federal grain inspection is not favored and the convention apparently prefers the present system of grain inspection.

Before adjourning, the following officers were elected: President, Phil Sayles, Columbus (re-elected); vice-president, Edgar Thierwechter, Oak Harbor (re-elected); secretary-treasurer, W. W. Cummings, Toledo; members of the Governing Board: E. O. Teegardin, Duvall; L. R. Watts, London; and Grover C. Cline, Ashville.

The meeting then adjourned.

## JUNE 23—MICHIGAN MEETING

In Room 1029 of the Waldorf Hotel, the twenty-sixth annual convention business meeting of the Michigan Hay & Grain Association was in session at the same time that the Ohio dealers were meeting in the main dining room. President E. Bueschlen, Unionville, Mich., was presiding.

It was decided that the reading of the Board of Directors' report and secretary's report would be dispensed with temporarily, the secretary being instructed to include them in an early bulletin. The president's annual address was as follows:

### PRESIDENT BUESCHLEN'S ADDRESS

This meeting ends the twenty-sixth annual convention of the Michigan Hay & Grain Association. For the past several years our Association has received invitations from our neighbor the Ohio Grain Dealers Association to hold a joint meeting with them, but up until this year we have hesitated on account of the distance some of us would be compelled to travel, however, in these days of Lindberghs and Chamberlains, distance means nothing. While some of us have come quite a distance we have all enjoyed the convention and hospitality of the Ohio dealers.

On behalf of the Michigan Hay & Grain Association, I wish to thank Ohio Grain Dealers Association, and the Toledo dealers for their splendid hospitality and good time they have shown us, and extend to them an invitation to meet with us next year.

An association is just what its members make it, and it is at all times worth the time and energy you spend to be part of an association in your particular line of endeavor. If you are not a member you certainly are on the outside of what is really happening.

We are at all times anxious for new membership. It has come to our attention in soliciting new members, that so many of the grain and feed dealers of Michigan feel that inasmuch as they do not handle hay they do not care to belong to our association, yet hay is only part of our organization, and on account of the objections we have received, thought that it might be advisable to change the name of the Association to Michigan Grain, Feed & Hay Dealers Association, which would enlarge our field for new membership.

In the past year, we had outlined a membership campaign divided into groups or sections, but owing to the adverse condition of the bean crop, many of our members were too busy at home to be able to devote much time to the campaign.

It has been some time since we have published a directory of grain, hay and feed dealers, it might be advisable to publish a new up to date directory. This would give your membership committee a good list of prospective dealers to solicit.

Last year we had outlined a series of group meetings, and where they were held a great deal of good was derived. The more we get together, the more we know each other, and usually find our competitors as human as we are ourselves. There is nothing so beneficial in establishing faith and confidence in each other as frequent personal contact of a social nature.

I would suggest that these district or group meetings be continued this coming season, especially as the new crops commence to move to market.

The secretary announced that the treasurer's report showed receipts in the past year of \$1,282.65 and disbursements of \$1,226, with about \$56 on hand.

### SECRETARY HUBBARD'S REPORT

The secretary's report was as follows:

The 12 months just concluded which cover our fiscal year, have been full of trials and tribulations for every elevator operator and hay shipper in Michigan. The excessive amount of rainy weather which we had during the months of September, October and November last, not only badly damaged the grain and bean crops, but also made the third crop of Alfalfa in our state unfit for commercial use. Thousands of tons of straw in stacks threshed before the rainy period were so badly damaged as to make same unfit for baling. On account of these conditions the problems and expenses of the elevator operators were materially increased in their effort to handle the grain and bean crops with as small a loss as possible for the producer, and at the same time prevent taking a loss themselves. These conditions necessitated the close attention of every man to his business, consequently your officers did not receive from the members of our association the past year as liberal co-operation in some branches of the work of the organization, as they had other years.

We have, however, been on the job every day to protect the interests of our members and some good things have been accomplished, while others are pending and their benefit will be realized later.

Our bulletins during the past 12 months I have

published and mailed to our members, both active and associate, a total of six bulletins. Instead of issuing these bulletins about a certain time each month, I have endeavored to conserve our resources, and have published them as often as there were matters of sufficient importance to bring to the attention of our members.

### Traffic Matters

In this branch of our service to members we have accomplished more the past year than in any other way, and there are still greater results yet to be secured.

Under date of May 5, the railroads of the Central Freight Association territory, together with those in the Western Trunk Line District and the Illinois Freight Association, issued a notice covering a proposal on the part of the carriers in these three districts to cancel provisions in tariffs, under which shipments are stopped in transit to complete loading or partially unload, except live poultry and dairy products stopped to finish loading. Chicago was selected as the place for holding a public hearing on the subject and the date selected May 19. We were preparing to send the chairman of our Transportation Committee to attend the hearing and protest the cancellation of the stop-off privilege when we received another notice that the hearing had been postponed to July 1. We therefore filed a written protest with Chairman Morris of the Central Freight Association, as did various other organizations, including the National Industrial Traffic League, and on June 6 received a joint notice from the chairman of the three committees, above referred to, that "this subject is hereby postponed to a date which will be announced later." Although it will not be necessary to give this subject further consideration for the present, at least, I feel justified in discussing it briefly.

With a few exceptions, as given in Pennsylvania I. C. C. F-2037 item No. 110 on Page 5, stopping cars in transit to complete loading and partially unload, is practically a wide open practice in Central Freight Association territory, which includes Michigan, if the above tariff is fairly representative of the tariffs of other lines, and I presume that it is. In Western Trunk Line and Illinois Freight Association territories the practice is much more restricted, being limited to a comparatively small number of commodities.

The service which is now proposed to withdraw has been reviewed by the Interstate Commerce Com-



"BOB" DE VORE AND HIS FATHER, HARRY DE VORE, TOLEDO

mission, and in a decision in I. & S. Docket No. 549, reported in 36 I. C. C. on Page 130, the subject is discussed at considerable length, and an order was entered requiring the cancellation of the suspended tariffs which sought to cancel this service. I quote from the opinion of the Commission on Page 133.

"The practice of stopping cars in transit for partial loading or unloading was established when the country was sparsely settled, the volume of traffic relatively light, and service infrequent and uncertain. This stop-over service was first extended to building materials and agricultural implements to encourage settlement and tillage of the soil. As time went on it was extended to other articles, until today more than 40 commodities are included in the tariffs defining the operation of the practice. The respondents contend that the service is no longer a necessity and point to the fact that the carload is the common transportation unit, and that both the carload and less-than-carload services are comparatively regular and frequent.

"Reports from representative carriers were offered by the respondents to show that but a small percentage of the total carload traffic was stopped in transit under the rules under dispute. The protestants challenged the accuracy of these reports, and submit counter exhibits showing a greater number of cars and a larger percentage of the total carload movement of selected commodities stopped in transit."

It was contended by the carriers that the practice produces discrimination, and upon that point the Commission said:

"Carload rates have a tendency to localize distribution, while the stop-over privilege tends to engender wholesome competition. The cancellation of the practice would increase rather than decrease discrimination.

"The respondents also contend that it is impossible to police the stop-over practice, but the record contains no positive evidence that there has been any improper manipulation thereof.

"This stop-over service is not without its advantages to the carriers; it causes to be moved in carload shipments commodities that would otherwise move in less-than-carload quantities in the regular merchandise service; and it is claimed by the carriers generally that the less-than-carload business yields less profit than carload traffic, particularly in so far as the loading and unloading in one instance is done by the carrier, in the other by the shipper or receiver."

The Commission cites and quotes from the Western

Classification Case 25 I. C. C. 442, 471, and the mixed carload shipments of lime, cement and plaster case, 34 I. C. C. 124 in which it discussed and approved mixed carload ratings and recommended their extension, and its comment in the case under discussion was that:

"Every argument in favor of the extension of mixed carload ratings supports the stop-over service."

And it added further:

"What the Commission has heretofore said in favor of transit and reconsignment applies in a large measure to the stop-over service," and it found that the carriers had not justified the proposed elimination of that service.

There is, I am advised, a decided difference of opinion among the carriers themselves on the subject under discussion. Some of them at least concede that it is not probable that they would be permitted to cancel this service upon agricultural implements, binding twine, live poultry, wool, butter, cheese and eggs, and possibly some other commodities which relate themselves directly to agriculture. I gather that what is really desired is not so much the cancellation of the service in its entirety (except upon live poultry and dairy products) as a restriction of the service, more particularly in Central Freight Association territory, to avoid the conflict which results from Central Freight Association lines coming in competition with the western lines in Illinois Freight Association territory, where the number of commodities upon which this service is permitted is much more restricted than in Central Freight Association territory, and which results in a good deal of dissatisfaction.

In view of the difference in opinion existing among the lines themselves, some of them, at least, feel that it should not have been put upon the public docket until it had been more thoroughly considered among themselves, and a more definite statement of what was proposed, could be given to the public. The matter undoubtedly will receive further consideration upon the private docket of the carriers.

When another date for the hearing has been announced, rest assured that a representative of our Association will be present to protect the interests of our members, as the cancellation of this privilege would cause serious loss and inconvenience for all of us.

### State Legislation

During the session of our state legislature the last winter, nothing happened which in any way affected the interest of our members. However, as you are well aware from information which you received in my Bulletin No. 3, another effort was made during the last session of Congress to have the revised McNary-Haugen Bill enacted into a law. Your secretary addressed a letter to each of our 13 representatives and two senators, setting forth our reasons for disapproving of the enactment of the bill. A majority of the replies I received supported our position in the matter. However, as a later report of the vote showed, one senator and four representatives from our state voted for it, but the bill while it passed the House and Senate by a small majority, was vetoed by President Coolidge.

### Membership and Dues

When I rendered my report at our last annual convention our membership was 141. During the past 12 months we have not made as good a showing in increasing our membership as we did the year previous, on account of the serious conditions under which elevator operators and hay shippers have had to do business the past season. We, however, I am glad to say have about held our own. We have taken in eight new members of which the Huron Grain & Bean Company secured one, Gus Morotzke one and your secretary six. We have lost nine of our old members: six resigned on account of business conditions and three went out of business; consequently our membership as of June 15 stood at 140, of which number nine are still owing for dues for the past fiscal year. On account of the bad luck which some of the delinquents had the past year your officers and directors felt disposed to give them an extension of time until the new crops start moving in which to settle their accounts.

Let us hope that we will be favored with good weather during the harvest period for hay, grain and beans so that we as well as the producers of our state may recover some of the losses sustained the past year. I hope during the next 12 months you will all feel it your duty to assist your new officers and directors to make our Association larger and better, so that we may broaden the scope of the service we are endeavoring to render to the grain, feed and hay handling industry of Michigan. We proved to our satisfaction during the fiscal year of 1925-26 what concentrated effort can accomplish in the way of securing new members and I sincerely hope that business conditions during the coming 12 months will be such that each one of members can find sufficient time to do some real work for the interest of our organization.

### District Meetings

I am sorry to advise that because of existing conditions heretofore referred to, we were unable to organize any meetings during the past year as everyone seemed to feel that he could not spare the time away from his business. We have proven from the meetings held during the previous year, the value of such gatherings, and we hope during the next 12 months to hold at least four such meetings in different parts of our state.

### Association Service

Before concluding my report, I want to touch briefly on this subject particularly that part regarding the information bureau which I have established for the benefit of our members. Of the data supplied those who have taken advantage of this part of our service, a large part covered financial and reputation ratings of prospective customers, recommending reliable firms to handle rejected cars of grain and hay which were on demurrage in some eastern or southern city.

We are still compiling a list of undesirable traders in grain and hay that is, dealers who have been found by our members to use unethical tactics in the conduct of our business. Our revised list mailed our members last September contained 177 names, and the next one you will receive about September first will contain a greater number. Don't fail to advise your secretary full details of any experiences you may have had with such people, as by so doing you can prevent losses for other members. During the past year our present list has proven its worth many times, to members who have phoned your secretary for information regarding the reputation of prospective customers before attempting to do business with them. The cost of a telephone message is small when compared with losses that might be sustained by taking a chance.

In conclusion allow me to say this, I am always



glad to receive any suggestions or constructive criticism from our members which has for their object the improvement of our service, and the increase of our membership. I want your co-operation as does your president and other officers, and if you will give it unselfishly there is no reason why we cannot render some real service to the industry which we represent.

Four changes in the by-laws were proposed, and after being read by the president—who stated that they had been approved by the Board of Directors last evening—they were adopted:

#### AMENDMENTS TO BY-LAWS

Article 1. The name of this Association shall be the Michigan Hay and Grain Association.

##### Proposed Change

The name of this Association shall be the Michigan Grain, Feed and Hay Dealers Association.

Article 3. Paragraph Three: The Association shall pay the necessary expenses of the president in attending its conventions.

##### Proposed Change

The Association shall pay the necessary expenses of the president in attending its conventions, meetings of Board of Directors, or any special meetings called on matters affecting the interests of the Association members.

Article 6. Paragraph Second. It shall be the duties of the directorate to hold at least two meetings annually, the first of which shall be held within 30 days after the adjournment of the annual convention; the second within a period of six months thereafter.

##### Proposed Change

It shall be the duties of the directorate to hold at least two meetings annually, the first of which shall be held within 30 days after the adjournment of the annual convention, the second within the six months preceding the next annual convention, as called by the president. The Association shall pay the necessary expenses of each director attending such meetings when held on any date other than the day preceding or during the annual convention of the Association.

##### Proposed Change

Article 13. Section 2. Insert the following paragraph, to be known as Paragraph 2 of Section 2, Article 13:

After the signing of the arbitration agreement by both parties to the controversy, they shall be each allowed 30 days from the date of the agreement, in which to file with



E. E. McCONNELL, BUFFALO, AND F. E. POND, SECRETARY OF THE BUFFALO CORN EXCHANGE

the secretary of the Association, the necessary documentary evidence in support of their side of the case. At the end of the 30 day period, whether or not all necessary papers have been furnished by both plaintiff and defendant in the case, the secretary shall deliver to the chairman of the Arbitration Committee such papers as he has received, and the award made by the committee shall be final.

The Resolutions Committee, which consisted of Messrs. Sheffield, Northway and Marshall, presented a resolution of thanks for hospitality to the Ohio Grain Dealers Association and the Toledo Produce Exchange, and an invitation to the Ohio dealers to meet with the Michigan dealers in joint session next year at some point to be determined later, in Michigan.

The Auditing Committee reported that they found the vouchers and accounts rendered to be accurate, and a motion to approve the accounts was carried. The members of the Auditing Committee included G. C. Marotzke and John Orr of Saginaw.

The Nominating Committee (Messrs. Gleason, Osmer, Gates, White and Whipple) presented the following in nomination, and they were duly elected for the coming year:

President, W. I. Biles, Saginaw; first vice-president, G. M. Rowell, Yale; second vice-president, John McAllister, Bancroft; directors for two years: H. E. Gates, Jackson and L. E. Marshall, Lansing; and director for one year, the retiring president, E. Bueschlen, Unionville.

The meeting then adjourned.

## MONTANA DEALERS ORGANIZE

On June 25, the organization of the Montana Grain Dealers Association was perfected with the election of five directors. Numerous grain interests from various parts of the state were represented at the conference which culminated in the permanent organization, and after the convention had named the directors, they in turn met and organized the following governing board: J. T. Larson, Outlook, Mont., president; H. H. Ames, Scooby, Mont., vice-president; Carl Hoyland, White Tail, Mont., secretary.

June, 1928, will be the time of the next convention, and the place at which it will be held will be selected later.

## PACIFIC NORTHWEST DEALERS MEET

More than 200 delegates attended the second annual meeting of the Pacific Northwest Grain Dealers Association at Lewiston, Idaho. The territory covered by the membership embraces Idaho, Oregon and Washington. The meeting was called to order by the president, Richard J. Stephens, of Spokane, Wash., and the address of welcome was made by Attorney Robert D. Leeper of Lewiston and the response by F. M. Bailer, manager of the White-Dulany Company, and secretary of the Spokane Grain Dealers Association.

H. A. Martin, manager of the grain department of Kerr-Gifford Company, Portland, spoke on "Northwest Wheat for Export Trade." He stated that the present prospect is for the largest crops the northwestern states have ever known. He also spoke on the lack of uniformity in grades and said that from 63 varieties of grain in Oregon a few years ago, this had now been reduced to 11; that the yield had increased and the percentage of smut and of mixture had been reduced to the great advantage of the producer and the dealer. Other speakers were on the program.

A resolution was adopted reaffirming the Association's opposition to legislation tending to put the Government into private business and against the various price-fixing measures which have been proposed, also urging the reduction of Government bureaus and commissions, citing these as being opposed to the fundamental principles of government. The Association also adopted a resolution on the schedule of discounts and dockage and a legislative report.

A banquet was given at the Lewis-Clark Hotel, with P. R. Bevis of Lewiston as toastmaster.

Directors were elected for the one-year term as follows: F. M. Baller, Spokane; A. Crystal, Portland and L. Cabbage, Almira, Wash.; two-year term, E. A. Boyd and Richard J. Stephens, Spokane; F. S. Roberts, Portland; G. P. Eales, Seattle, and those for three years were Philip Benedict, Seattle; P. T. Cornwall, Walla Walla; H. L. McIntyre, Seattle, and R. S. Dowmen, Grangeville, Idaho. The board organized and re-elected Richard J. Stephens, Spokane, president; F. S. Roberts, Portland, and Philip Benedict, Seattle, vice-presidents, and Richard H. Stephens, Spokane, secretary.

Walla Walla will have the 1928 meeting.

## INDIANA DEALERS MEET

At the South Shore Inn, Lake Wawasee, Ind., the Indiana Grain Dealers Association held its mid-summer meeting on June 30 and July 1. President Moore, of Covington, called the meeting to order, after which the address of welcome was made by W. H. Sharpe of the Goshen (Ind.) Milling Company. E. E. Elliott, Muncie, vice-president, responded.

A talk on Federal inspection methods was given by Hazen B. English, of the Board of Review, United States grain inspection service. Secretary Charles Quinn of the Grain Dealers National Association talked on legislative matters and the corn borer problem.

H. W. Applegate, president of the Toledo Produce Exchange, made an address, and so did E. Clifford Barrett, president of the Indianapolis Board of Trade.

On Friday morning, the first speaker was Frank J. Delaney of Chicago Board of Trade. He said, in part:

#### FRANK J. DELANEY'S ADDRESS

Grain merchants will honestly admit that they are in the business for the profit they expect or hope to get out of it.

But I must make it clear that not all of the leaders of farmer thought are of this conscienceless type. Not all believe that the farmer's salvation lies in legislation. Not all of them believe that a farmer can lift himself out of a morass of loss, or debt, or trouble, by tugging at his boot straps.

No, my friends; there are farm leaders who are sober and conservative and sound in thought and speech—who do not believe that the way to help the price of the farmer's crop is to destroy the markets or the marketing methods by which these prices are made—who do not believe that we can reduce the

temperature of an insufferably hot day by smashing the thermometer.

And the one helpful sign of the whole situation is that their numbers and their influence is growing.

I said a while ago, the farmer is suspicious of what he does not understand. Therein lies, as I see it, the crux of our troubles as grain men. Because he imperfectly understands the country grain business and its problems and understands not at all the terminal market grain business or its peculiar difficulties and problems, the farmer is suspicious. And thus radicals among his leaders have been able to capitalize this suspicion. Then they carry their suspicions to state legislatures, even to the national halls of Congress, to men who know even less about the problem. The inevitable result is attempts to create laws which in effect would be ruinous. This sort of effort does not constitute representing the farmer. It is misrepresenting the farmer. The farmer does not want to destroy or even injure his markets, and yet a large percentage of farm leaders lend themselves, and lead their followers to accomplish this, largely out of lack of comprehension of the probable or possible effects of the legislation they propose. And the legislators, with an eye only to their personal political fortunes, cravenly support measures they know to be bad, without scruple, apology, or any sense of moral responsibility.

Is there any chance to change this situation? I think so.

I think there is a chance and an opportunity. But this change can be initiated, and directed, and stimulated, only by those who are in intimate daily contact with the farmer—the country grain merchant. He



PRESIDENT WALTER MOORE

can do this by explaining fully the points on marketing that the farmer desires to have explained. This he should do consistently, as a matter of daily sound business policy. Our business is a sound business—it is an honest activity—it is a sound and substantial service to our community. It needs no defense from critics but it needs education of these critics. The conservative farm leaders need to be sustained, and supported, and encouraged, and they should receive it from you.

We in terminal markets will support you in this work.

On behalf of the Board of Trade of the City of Chicago, which sends me here today, I want to promise you that we will furnish you on request, a sound answer to any question that may be raised by any of your patrons who ask explanations of the reasons for methods, or practices, or customs, in terminal markets which they or you may not fully understand. We want and you want every farmer to know that while at times it may seem complex—yet there is in reality nothing mysterious, nothing secret, nothing surreptitious, underhanded or dishonorable in any phase or custom of the grain business anywhere. When the farmer has been brought to understand this he will prove a tower of strength to all of us—a business asset rather than a menace, for in his wrath he will drive into deserved oblivion, those who have been endeavoring to lead him on to a ruin of his own interest through a destruction of his markets.

The farmer knows that no single law can solve all his troubles for there is no way of crystallizing all his trouble into one problem. Those who are in intimate contact with the farming communities know that while there is agricultural distress that is fairly general, yet this does not mean that every farmer is in distress or that there is any one reason responsible for any widespread distress in agriculture.

There are nearly as many reasons as there are farmers of course, but I am going to recite some of them, that seem to fit many cases.

First—High Priced Land: The farmer who in paternal pride during prosperous times purchased neighboring farms for his sons and daughters and became unduly extended through mortgage burden on the purchased lands, as well as on the home place, has been in distress because of interest burden and tax burden. This is a small percentage.

The farmer who through either ownership or tenantry, viz., leases, has incurred the obligation to farm on a larger scale than before, is in distress in many cases because of difficulty in procuring labor or in the high cost of labor. The restrictions on immigration will make this problem more acute as time goes on.

The farmer who is tilling poor soil, raising few bushels and receiving low prices is in distress. Marginal lands.

The farmer who has had no credit with which to buy feeding cattle or hogs and thus secure a higher price for his corn.

The farmer who is paying rents predicated on inflated farm values is in distress, too. This is about over with however.

The farmer who purchased too many tractors or too many autos and now requires too much gasoline is in distress too.

The farmer whose banker became a real estate agent or promoter in the flush war price days is in distress too, and through no fault of his own—for



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he is denied the credit that he is reasonably entitled to at home.

And it is pretty much as one old farmer recently sized up the situation when he said, "Around this country there is distress among some of the farmers and yet their neighbors on land, no better, are able to make a little money. There is no one big reason but many little ones. I notice though that mostly the fellows who are not in distress are the fellows who find plenty to do around the place in the evenings while the fellows who are in distress are mostly those who are cranking up the Ford and going to meeting at the school house and talking and passing resolutions."

This is not quoted in a jesting spirit, nor in a critical spirit. No one has the right to make a jest of another man's troubles. The farmer has the same inalienable right to work in an orderly way for an improvement of his economic status. If in the working out of this effort he adopts co-operation as a principle and if in the application of that principle he concludes to merchandise his crops directly himself, through taking part in terminal market activities, he has that of course as an inherent right and those of us who have had most experience, appreciate that this does not necessarily mean injury to us.

But he has no right to permit his political strength to be used to bolster up the political fortunes of economic mountebanks. The thoughtful farmer will be first to agree to this, because he realizes that progress is not made that way.

In fact as I see it, the corn belt farmer has been hurt by this continued yowling of "help!" "help!" "help!" from his leaders. Take the talk about our exportable surplus of corn.

One would think it was something so enormous in quantity as to be unwieldy in the world's markets. Yet out of the last three corn crops our exportable and exported surplus was an average of less than 20,000,000 bushels. Considerably less than 1 per cent of the crop.

In the same years, we imported Cuban, Porto Rican and Javan molasses (as a raw material for the production of industrial alcohol) sufficient in quantity to displace two or three times the exportable surplus of corn. Thus it seems we have at home a domestic market big enough to absorb a big corn crop every year and we need about a 2,900,000,000 crop to take care of our home necessity, and that we would have no corn available for export if we as a matter of national policy compelled the use of corn (low grades mostly) where opportunities such as this offered.

We can do much I am sure to remove a lot of false impressions and correct a lot of error. For instance last week there was during all of the week at Northwestern University a symposium of co-operative thought as applied to grain marketing. As reports came to me it seemed that those who attended with open minds must have been sadly befuddled. There were radicals there who hated the existing order of things. There were conservatives who saw the good in present terminal markets. Successful men differed. For an example, one of the big men in control of Canadian Wheat Pool is quoted in substance, "We use the exchanges for all they are worth without compunction or scruple to our own advantage. When they put wheat too high we sell it. When on the other hand there is danger of the weight of millers' hedges breaking the market, we take the hedges off their hands." Now this is a most amazing statement. If he is quoted correctly it means that he is exercising his judgment of markets, and operating for the farmers' pool, on the basis of his judgment. If he is doing this he is speculating.

We have Arthur Cutten trading on the Board of Trade. He sells wheat when he thinks it is too high, he buys it when in his judgment it goes to low—he uses his own money to do this, whereas the manager of the pool, if he is quoted correctly, is doing precisely the same thing but he is using the farmers' wheat money. Unfortunately the Canadian Wheat Pool operations are so large that there is no yard stick of comparison to measure them by. But he must guess right to be right. If he is right the farmer wins. If he is wrong the farmer loses and the farmer is speculating through the pool without knowing it.

As I see it, therefore, the grain trade must take a very much larger part in the shaping of the community thought at home on these matters along sane and sound and constructive lines. This of course is going to mean somewhat of effort but it is as I see it, imperatively demanded, because the farmer through his present limited experience in the operation of country elevator has generally come to the conclusion that a profit is necessary if his enterprise is to survive.

You gentlemen always knew this and the farmer now knows it; make it easy for him to consult you and confer with you and to co-operate with you and I venture the result will be encouraging to you and them.

Fred E. Pond, secretary of the Buffalo Corn Exchange, spoke on the benefits of the Buffalo market.

The following resolutions were presented by the committee for that purpose and adopted:

## REPORT OF RESOLUTIONS COMMITTEE

The Indiana Grain Dealers Association, in convention assembled, at Lake Wawasee, Ind., on June 30, 1927, hereby adopt the following Resolutions and statement of Principles:

We are opposed to the further extension of the powers of the Federal Government in the matter of grain inspection, but we favor a more efficient administration of the present Federal Grain Grades Act, its supervision, rules and regulations. So long as grain is inspected under the present system, the inspection should have the careful personal attention of the officials upon whom the duty devolves, rather than merely their supervision.

We deny the existence of a so-called "farm problem" that is susceptible of beneficial treatment or permanent cure by political means or legislative enactment. The conditions confronting agriculture are not fundamentally different from the problems confronting all business, and the prosperity of agriculture lies in the recognition and correct application of economic principles rather than in the political enactment of class legislation granting special privileges to a part of the people at the expense of the whole. We denounce the principles underlying the McNary-Haugen Bill, and all similar proposals, as unsound economically and politically; we heartily endorse the sound and fearless attitude of President Coolidge toward such measures as reflected in his able veto message of the McNary-Haugen Bill, and we commend him therefor.

We believe efficient "farm relief" lies in the direction of the practical application of sound economic

principles and business policies to agriculture, and we suggest that the farmer will profit from the consideration of his problems from a business standpoint by business men, just as he will continue to suffer by legislative tinkering by politicians and professional propagandists.

Whereas, our beneficent government in its effort to encourage production, has opened millions of acres of public lands and Indian reservations to settlement, and has encouraged the cultivation of large arid sections by the building of dams and the promotion of irrigation projects, thereby greatly increasing the production of agricultural projects.

Be it RESOLVED: That we protest against further efforts in this direction until the market demand for present production is sufficient to create prices to compensate present producers in keeping with their established costs.

RESOLVED: That we authorize and urge the Board of Directors of this association to demand that all rail grains into Buffalo be placed on a parity with ex-lake grain deliverable on future contracts on the New York Produce Exchange.

RESOLVED: That Henry L. Goemann, chairman of the Transportation Committee of the Grain Dealers National Association, be requested to oppose the adoption of the scale tolerance rule of the American Railway Association carriers, as per their dockets. Furthermore, that he propose that the deduction of one-eighth of 1 per cent of the shipping weight be the only basis to be used for the adjustment of freight charges, which deduction fully covers scale tolerances. Any other shrinkages must be considered the liability of the carriers.

The meeting then adjourned *sine die*.

## EASTERN FEED MEN MEET

The Eastern Federation of Feed Merchants held its eleventh annual convention on June 28 and 29 at the Hotel Buffalo, Buffalo, N. Y. The registration was in the vicinity of 300 and Mayor Schwab made the address of welcome, the response being made by President Van Derzee. E. W. Mitchell of the Consolidated Feed & Grain Company was chairman of the Entertainment Committee, which provided a much appreciated program.

Among the speakers were L. H. Olson, vice-president of the American Appraisal Company, who spoke on "The Value of an Appraisal," and Lloyd S. Riford, Cayuga, N. Y., whose subject was "Problems Relating to Dairy Cattle Feeding," was unable to be present in person. W. A. Stannard, secretary, made his official address and Frank T. Benjamin, treasurer, reported receipts for the year of \$3,924, with a balance on hand June 1 of \$197.41.

Charles Quinn, secretary of the Grain Dealers National Association, addressed the feed dealers, pointing out fallacies in the administrative program relating to co-operative marketing as advocated by Secretary of Agriculture Jardine.

In passing resolutions, the meeting went on record in favor of requesting Henry L. Goemann, chairman of the Transportation Committee of the Grain Dealers National Association, to oppose the adoption of the scale tolerance rule of the American Railway Association carriers, per their dockets. It was urged that he propose that the reduction of one-eighth of 1 per cent of the shipping weight be the only basis used for the adjustment of freight charges, while deduction fully covers scale tolerances.

A committee composed of F. M. McIntyre, chairman, A. C. Palmer, George E. Todd, Lloyd Hedrick, Samuel Denuel, Louis Bush and M. J. Peck recommended the following definition of a retail feed merchant: "A retail feed merchant, to be eligible for membership in the Eastern Federation of Feed Merchants, shall be an individual, partnership, corporation or association maintaining a place of business open at regular hours daily and carrying an assorted stock of feeds to meet the reasonable demand of the trade of that community which is intended to be served."

The annual election resulted in the re-election of W. Sanford Vanderzee, of Albany, N. Y., as president, and the other officers named included the following: A. J. Thompson, Wycombe, Pa., vice-president; Frank J. Benjamin, Canastota, N. Y., treasurer; W. A. Stannard, Albany, N. Y., secretary; T. P. Gaines, Sherburne, N. Y., F. A. Wycoff, Stroudsburg, Pa., and Mr. Thompson, directors for three years. These were also re-elected. The next convention city will be determined at the mid-winter meeting of the organization at Binghamton, N. Y.

## FEED DEALERS MEET

The Central Retail Feed Dealers Association met at the Plankinton Hotel, Milwaukee, Wis., on July 12-13. There was a large attendance of retail feed merchants from Wisconsin and Illinois, with several members from Iowa, Minnesota and one from Kansas.

The first meeting was held on Tuesday morning and was called to order by President D. W. McKercher, who congratulates the association upon the interest shown during the first year of its existence. He pointed out, very eloquently, how the foundations were very well built and predicted years of enlarged and continued usefulness. He stated that business was changing and that the association was taking steps to meet new conditions. He made the interesting prophesy that at

some time in the near future, the farmer would be served by a chain of retail feed stores just as now they purchase from chain grocery stores. He predicted a year of prosperous feed business based on surveys he had made among the members of the Central Association.

Dr. David K. Steenburg, secretary of the Association then introduced W. A. Hollensen, president of the Milwaukee Chamber of Commerce, who addressed the convention as follows:

## ADDRESS OF WELCOME

The job assigned to me this morning is a pleasant one to bid you welcome and to give you a cordial word of greeting upon coming together in your annual meeting here in Milwaukee. It is a pleasant task because many of you are and have been warm friends of mine for many years. We are glad to have you with us, glad to welcome you to Milwaukee. We want you to come over to the Chamber of Commerce, so we can welcome you there. We want you to feel at home there as we have a feeling of responsibility for you. I recall that this promising young organization was born over there in our directors' room—Dr. Steenberg having the case. We hadn't any idea that you were going to grow so fast and become such a vigorous youngster in so short a time. But you have and you are to be congratulated for your efforts.

It is clear to me that this organization fills a place that was vacant before—that it never could have grown so quickly into a constructive working body such as it is today unless in your particular line there was a real definite need for organization. The association of men for one purpose or another does not prosper where there is no work or where the place is partly filled by some other agency. The fact that you have grown and prospered and have become as you are a real factor whose influence is felt in the feed trade throughout this section of the country and that you are a live, active association is proof that your seed was planted in virgin soil. You men have work to do—you are here for that purpose—to talk over the problems of the retail feed dealer and discuss matters of common interest to you all.

And in leaving you to take up your work and start in on the real business of your meeting here today, I want to express the hope that your association may have a life as long and as full of useful accomplishment as it has given promise of in its younger days.

Charles Quinn, secretary of the Grain Dealers National Association, then spoke on "What Affiliation With the G. D. N. A. Means to Members of the C. R. F. A.," emphasizing the value of membership, past acquired, and congratulating the C. R. F. A. upon the fact that National measures for sales and arbitration were available. Mr. Quinn pointed out that over 20 associations were now members of the G. D. N. A. and that this fact was due to the changed economic conditions in marketing grain and feed products. He stated that the United States was passing from an agricultural to an industrial nation, that soon would not be able to feed itself. He predicted larger cities and less agricultural activity—hence more centralized efforts in marketing grain and feed products. He stated that the grain business cannot be separated and that the closer relation meant greater prosperity to both. He then outlined the value of the various arbitration committees and stated that a special feed arbitration committee had been organized for that particular industry. His speech was received with applause and he was given a vote of thanks.

The Tuesday afternoon session was devoted to advertising and direct mail, thus covering another problem of retail feed dealers. This session started at 1:30 p. m. and the speaker was Jack Carr, who, as announced on the program, is an "internationally renowned advertising genius". In giving an outline of his life, Mr. Carr stated that his first job was selling newspapers on the East Side of New York, and that he learned at that time the essence of selling was price, service and smiles. He is now putting this theory in practice with hundreds of clients and is infecting the personal contact element in all copy. The convention applauded his address.

Following Mr. Carr's talk, came a discussion of "Selling Feed for Cash," led by James H. Vint, and participated in by several members. In the evening the annual dinner took place and the consensus was that it has set a standard for future conventions. The selection of a toastmaster was particularly happy for few feed men carry the humor and plain common sense that developed in the introduction of E. S. Woodworth of Minneapolis. The speaker of the evening was Harry J. Colman, who talked on "Credit", a dry subject handled in a very entertaining manner. Interspersed in the program were several songs and dances performed in a pleasing way by "Pretty Girl Entertainers" and they were all that, for the dinner did not break up until late.

On Wednesday morning the convention was turned over to Prof. F. B. Morrison and Prof. J. S. Halpin, both on the faculty of the University of Wisconsin. The former talked upon feeding cattle. He traced the history of scientific feeding from the era of Prof. Wolf in 1864, to the present date, and stated that it is not usual that farmers knew what kind of feed their stock should have. He added that with changing economic conditions in the country, farming was fast becoming a profession and being such, the farmer cannot dodge scientific feeding. He referred to linseed, gentian, cottonseed, Alfalfa and other feed ingredients and took his audience through the chemical changes



necessary to have a balanced ration. He described the various vitamins, where each was to be found, and how they contribute to the life and usefulness of cattle. Prof. Morrison was followed by Prof. Halpin who confined his address to poultry feeding. Both papers were well received by the convention.

The following resolution was passed, having been recommended by Mr. Quinn:

**RESOLVED:** By the Central Retail Feed Association, in convention assembled at Milwaukee, Wisconsin, on July 12 and 13, that Henry L. Goemann, chairman of the Transportation Committee of the Grain Dealers National Association, be requested to oppose the adoption of the scale tolerance rule of the American Railway Association carriers, as per their dockets. Furthermore, that he propose that the deduction of one-eighth of 1 per cent of the shipping weight be the only basis to be used for the adjustment of freight charges, which deduction fully covers scale tolerances. Any other shrinkages must be considered the liability of the carriers.

## VERMONT GRAIN MEN MEET

On June 28 and 29, the third annual meeting of the Vermont Grain Dealers Association was held in Woodstock, Vt., with headquarters at the Woodstock Inn. President Kidder of the Woodstock Rotary Club made the address of welcome, and response was made by Dan M. Johnson of Essex Junction.

J. E. Johnson made an address on "Livestock Conditions in New England and Future Possibilities for New England Feed Dealers." W. N. Howard, Ware, Mass., president of the Massachusetts Retail Grain Dealers Association, also delivered an address, and the proposal was made that there be a New England grain dealers' association with which the Vermont organization should consolidate. A committee was appointed to confer with the Massachusetts organization about this matter, after the meeting had expressed itself favorably. The following were named on the committee: W. H. Myers, Bennington, Vt.; Dan M. Johnson, Essex Junction, Vt.; and J. F. Curtis, Sharon, Vt.

The following, having been nominated by the committee for that purpose, were duly elected: A. W. Norton, Vergennes, president; W. H. Myers, Bennington, vice-president; C. F. Dowe, S. Albans, secretary; W. T. Abel, Burlington, treasurer. The next meeting will be held at some date to be determined later, as St. Johnsbury, Vt.

## CONVENTION CALENDAR

July 25-27.—Thirty-fourth annual convention of the National Hay Association, at St. Louis, Mo.

October 10-12.—Annual convention of the United States Feed Distributors Association, at Omaha, Neb.

October 10-12.—Annual convention of the Grain Dealers National Association, at the Fontenelle Hotel, Omaha, Neb.

October 10.—Annual meeting of the National Terminal Weighmaster Association at the Fontenelle Hotel, Omaha, Neb.

October 10.—Chief Grain Inspectors National Association, Hotel Fontenelle, Omaha, Neb.

## TRANSPORTATION

### CAR LOADINGS HIT RECORD IN HALF YEAR

Loading of revenue freight for the first 26 weeks this year totalled 25,326,726 cars, the greatest number ever loaded during any corresponding period on record with the American Railway Association. Grain and grain products loading for the first week in July totalled 40,682 cars, a decrease of 2,214 cars over the corresponding week in 1926. Live stock loading showed a slight increase.

### FURTHER GULF PORT ARGUMENTS

Reasons for and against the Santa Fe's and Missouri Pacific's rate change proposals affecting grain bound from Colorado, Nebraska and Kansas to gulf ports, has been heard by Division No. 4 of the Interstate Commerce Commission, but no decision announced as yet. The object of the railroads in this case is to hold grain to their lines by means of new proportional rates into Kansas City, Mo. Such proportional rates are extremely rare. Opponents to the two lines above referred to, are the Chicago & Alton and the Kansas City Southern.

### HOCH-SMITH GRAIN HEARINGS

A revised program of hearings in the case of the Hoch-Smith grain rate investigation has been announced by the Interstate Commerce Commission. The first of the new set of hearings was begun in Wichita, Kan., July 11. Further assignments will be announced at the conclusion of the Wichita hearing, and will include meetings in Chicago, Minneapolis, and a Pacific Coast city.

The number of parties entering the grain rate discussion has become so great that the commission in its notice of further hearings has said that the parties should have 300 copies of each brief

or exhibit, available at every hearing. The 200 copies, as required at the Dallas, Texas, hearing prevented full circulation of arguments. The original plan to hold a hearing in Denver, Colo., was abandoned in favor of Wichita.

### RATE INCREASES FORBIDDEN

The third division of the Interstate Commerce Commission, after hearing the case involving grain rates between Sioux City, Iowa and Atchison, Topeka & Santa Fe railroad points in Kansas, has found "not justified" the proposed increased tariffs. Destination points affected by the decision include towns in Oklahoma and Colorado, as well as in Kansas. Origin points are in both Iowa and Nebraska.

### RATE ADJUSTMENT FOR DES MOINES GRAIN EFFECTIVE THIS FALL

Rate experts of the Interstate Commerce Commission have found grain rates from Des Moines, Iowa, to Louisiana "unduly prejudicial," and so have ordered a rate revision by September 20. The new proportionals on grain (or its products) originating beyond Des Moines, bound for Louisiana points west of the Mississippi River, are not to exceed the contemporaneous proportionals on grain shipped from Omaha, Neb., or Council Bluffs, Iowa, bound for the same points.

The decision was the outcome of proceedings begun when the Des Moines Board of Trade filed a complaint against the Fort Dodge, Des Moines & Southern Railroad. The complaint alleged the rates were unreasonable as well as prejudicial to Omaha and Council Bluffs. The Omaha Grain Exchange, the Kansas City Board of Trade, and the Chicago Board intervened in opposition to the prayer which was for parity with Omaha and Council Bluffs.

## GRAIN TRADE PATENTS

### Bearing Date of April 12, 1927

Seed cleaning machine.—Albert Bleam, Clarks-ville, Mich. Filed June 25, 1925, No. 1,624,034.

Grain washing and drying machine.—David Geddes, Guadalajara, Jalisco, Mexico. Filed No-1924. No. 1,624,800.

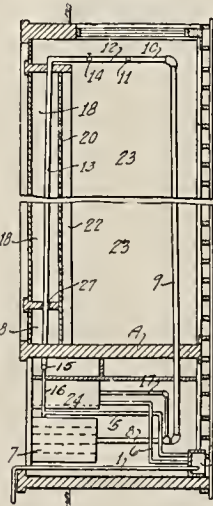
Claim: In a machine of the character described, an outer stationary foraminous drum, an inner rotating drum having perforations and having rigid annular vanes fixed thereto and overlying the perforations and projecting into a grain treating space defined by said drums, means for rotating the inner drum, and means for causing a current of air to pass into the inner drum and laterally of the drums and across the grain, treating space.

Dust and chaff collector for grain elevator heads.—Willard A. Petteys, Wilcox, Neb. Filed July 22, vember 24, 1925. No. 1,624,831.

Claim: A dust and chaff collector for grain elevator heads comprising in combination with an elevator head, a casing adapted to detachably engage with the elevator head, a fan in the casing, a main compartment in the casing and compartments communicating with said main compartment, a detachable head for the casing and compartments formed in said head registering with the compartments in the casing, air chutes connecting the casing head with the elevator head whereby, on the fan being operated a suction air blast is created from the elevator head through said casing.

### Bearing Date of April 19, 1927

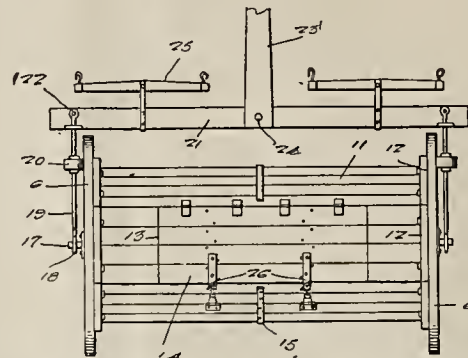
Process and apparatus for inducing germination and growth of seeds and plants.—John Zellweger, St. Louis, Mo. Filed August 1, 1924. No. 1,625,181. See cut.



Claim: An apparatus for inducing the germination and growth of seeds and plants comprising a perforated or porous support that sustains a soil bed, an air passageway arranged so that air can pass from same upwardly into said soil bed, a humidifying fan for forcing air through said passageway provided with a filter ring through which the air passes, and means for supplying moisture at a high temperature to said fan so as to cause the seeds or plant roots in

said bed to be subjected to the action of moisture, air and heat.

Grain mixing and chemical treating machine.—Orr Burgett, Scobey, Mont. Filed September 26, 1925. No. 1,625,521. See cut.



Claim: In a mixing machine of the class described, a pair of ground engaging disks, a plurality of brackets arranged concentrically about the center of the inner surface of the disk and spaced at equal intervals from each other and spaced inwardly from the periphery of the disks, bars disposed between the brackets on the inner faces of the disks, bars extending between the brackets from one disk to the other, said bars and disks forming a skeleton frame for a polygonal receptacle, and panels mounted on said bars to form the sides of said polygonal receptacle.

## RECENT JAY BEE INSTALLATIONS

J. B. Sedberry, Inc., of Utica, N. Y., reports the following recent sales of its Jay Bee Mills:

Albert Swanson, Orion, Ill., one No. 3 S D. C.; Kinderhook Milling Company, Kinderhook, Ill., one No. 2 Humdinger; Bishopville Milling Company, Bishopville, N. C., one No. 2 Humdinger; W. H. Gristocks' Sons, Collegeville, Pa., one No. 2 T with Fan; Nathaniel Rittle & Son, Jonestown, Pa., one No. 2 T with Fan; Bayer Feed Company, Paxtonville, Pa., one No. 2 S D. C.; Wm. Koeppen & Son, Hubbard, Iowa, one No. 4 T with Fan; Max Grain Company, Lebanon, Ind., one No. 3 T U with Fan; Corn Belt Feed Company, Boswell, Ind., one No. 3 M with Fan; Huntington Mill Company, Huntington, Ind., one No. 4 T with Fan; M. A. Nelson, Crystal Lake, Iowa, one No. 3 S D. C.; Beckley & Turley, Goodland, Ind., one No. 3 M with Fan; Marion Wilson, Millersburg, Ind., one No. 3 S D. C.; Crowell Lumber & Grain Company, Newman, Grove, Neb., one No. 3 T with Fan; Farmers Feed & Supply Company, Griswold, Iowa, one No. 2 Humdinger; C. E. Bash & Co., Huntington, Ind., one No. 3 S D. C.; Guthrie Bros., Greensboro, N. C., one No. 2 T with Fan; Watson Feed Company, Greensboro, N. C., one No. 2 T with Fan; L. D. Dewey, Lewisburg, Ohio, one No. 3 S Direct Connected; Chas. Marshall & C. Serck, Hudson, S. D., one No. 3 S Direct Connected; Pennington Produce Company, Notus, Idaho, one No. 2 T with Fan; J. S. Bray, Mt. Airy, N. C., one No. 3 Humdinger Direct Connected; F. S. Wertz & Son, Reading, Pa., one No. 3 S Direct Connected; Star Mill & Electric Company, Howe, Ind., one No. 3 T with Fan; Blackfoot Potato Growers Association, Blackfoot, Idaho, one No. 2 T with Fan; Farmers Co-operative Store, Bloomfield, Neb., one No. 2 Humdinger; Baransy & Wolfman, Ada, Ohio, one No. 3 S Direct Connected; M. Sanders & Co., Albany, Ore., one No. 2 T with Fan; Haldane Elevator Company, Haldane, Ill., one No. 4 T with Fan; Farmers Elevator Company, Ellsworth, Iowa, one No. 3 S Direct Connected; Lawton Co-operative Elevator Company, Lawton, Okla., one No. 2 Humdinger; Southern Ice & Utility Company, Slick, Okla., one No. 1 Humdinger; Shenk Grain Company, Delphos, Ohio, one No. 3 T with Fan; Golden Mill & Elevator Company, Golden, Ill., one No. 2 T with Fan; Simmons Mercantile Company, Clatskanie, Ore., one No. 2 T with Fan; Clayton Milling Company, Clayton, Ind., one No. 3 M with Fan; Harmony Milling Company, Harmony, N. C., one No. 2 Humdinger; McKee Grain & Lumber Company, Conesville, Iowa, one No. 3 T with Fan; Blanchester Coal & Feed Company, Blanchester, Ohio, one No. 2 S D. C.; Mutual Mill & Feed Company, Medford, Ore., one No. 3 T with Fan; Logan Milling Company, Sterling, Colo., one No. 2 T with Fan; Petersburg Milling Company, Bessemer, Pa., one No. 2 S D. C.; Eberts Grain Company, Scottsburg, Ind., one No. 2 S D. C.

THE ACREAGE of the 12 countries reporting oats for 1927, representing a little more than half of the world acreage, is a little over 2 per cent greater with those of last year. While conditions of the growing crop compare favorably with those of last year. The condition of oats in Hungary, however, according to a cable from the International Institute of Agriculture, is considerably below the condition at the same time last year, and 8 per cent below the average for the last five years. Stocks of oats in store in the western division of Canada on June 24 were only two-fifths as great as at the same time last year, or 3,500,000 bushels. Exports of oats from the United States for the week ending June 25 were heavy for a single week, amounting to 742,000 bushels, the largest export since the week of May 7, and one of the heaviest of the season.



# FIELD SEEDS

## SEED CERTIFICATION LAW IN NORTH DAKOTA

A department of state seed certification has been created by the 1927 North Dakota Legislature. It has placed the same under the enforcement of the state seed commissioner who is in charge of the Pure Seed Laboratory at the North Dakota Experiment Station, State College Station, Fargo.

The certification act provides that the department shall:

1. Promulgate rules and regulations, etc.
2. Establish and designate kinds and varieties, grades and standards.
3. Prescribe brands, labels, tags, and specify contents of same.
4. Prescribe and direct manner and methods of crop cultures, preparatory to seed certification.
5. Arrange for proper co-operation and co-ordination of the work of seed testing and inspection which may be carried on in other institutions of the state.
6. Co-operate and arrange for seed cleaning, processing in wholesale seed plants, preparatory to certification.
7. Establish equitable charges and fees to cover costs, etc.

The new department of work is supplementary to the Seed Certification Act passed originally in 1913.

## CO-OPERATIVE SEED TESTS IN KANSAS

During April, hundreds of seed samples were sent to all parts of Kansas to be used in the annual co-operative tests conducted by the Agronomy Department of the Kansas Agricultural Experiment station in co-operation with county agents and farmers in nearly every county in the state.

The samples include dozens of varieties of corn, sorghums, oats, barley, Alfalfa, soybeans, cotton and Sweet Clover. Results of these tests will play a large part in determining which varieties will be recommended to Kansas farmers for particular localities during the next few years.

An important project of the co-operative tests deals with new plants. One new plant about which little is known in Kansas is kudzu, a southern legume. It has been grown by the agronomy department of the experiment station for several years in the southern part of the state, but according to H. H. Laude, in charge of tests, has not proved especially well adapted to Kansas conditions. An annual legume, the Korean lespedeza, is to be tested in Kansas this spring for the first time.

Tests with Sweet Clover will be made for the first time, also. Four varieties will be planted at two places.

Four established varieties of barley have been planted in 18 sections of the state and in addition one new variety, Flynn, is being tested for the first time.

## CHANGES NAME AT ANNUAL CONVENTION

The Wholesale Grass Seed Dealers Association, which convened in Detroit, Mich., at the same date as did the American Seed Trade Association, adopted a new name before adjournment, and entered into a new program of expansion. The organization henceforth will be called the Farm Seed Association of North America.

The program of expansion includes the establishing of permanent headquarters and the employment of a full time business manager. The program outlined is for a three-year period and \$25,000 a year was appropriated to carry on the work. Activities of the Association will be expanded along 10 general lines, as follows: Legislative work, public relations, trade ethics, statistics, trade conventions, local co-operation, foreign trade, traffic, coordination and accounting.

Officers for the coming year were re-elected as follows: E. F. Crossland, president; A. H. Flanagan, vice-president; C. K. Jones, secretary-treasurer.

The first session, an open one to which all seedsmen were invited, drew a large attendance. W. H. Wright, president of the Association of Official Seed Analysts, in this talk urged closer co-operation between the seed trade and analysts.

John Matter, of the Chamber of Commerce of the United States, emphasized in his address that the prosperity and stability of an industry depends upon strong, active group effort. "A trade association," said Mr. Matter, "exists for the purpose of unifying the common interests of its members

in order that they may be promoted most effectively and at less cost than would be incurred by any member acting alone. The future of the individual business is linked with the future of the group. Before the individual business can be prosperous the industry must prosper. The greatest competition in industry now is not between individuals, but rather between groups producing and distributing different products—between entire industries fighting for the same markets. Though some of them may not be aware of the condition, the members of every trade are competing with members of other trades. Each trade is making a bid for its share of consumer income."

J. G. Mann, of Minneapolis, Minn., gave a talk telling how freight rates are established and regulated. He told of work accomplished to secure more favorable rates on seeds. He stressed the importance of the Association, taking action to protect the seed trade in rates and classifications. A. J. Ogaard, Bozeman, Mont., president of the International Crop Improvement Association, gave an address, "Seed Certification, Seed Standards and the Seed Trade", in which he told of the methods in use in certifying seed stocks.

## RECORD ATTENDANCE AT SEEDSMEN'S CONVENTION

An attendance rivaling the number registered at many a national convention of grain men, was drawn to Detroit, Mich., the last week in June,



LEONARD R. CONDON

when the American Seed Trade Association met for its forty-fifth annual convention. More than 500 registered at the headquarters desk of the convention hotel, and each session of the three-day conference was well attended.

Leonard R. Condon, of Condon Bros., seed merchants at Rockford, Ill., was elected president to succeed John C. Leonard, retiring president.

Following the rotary roll call at the first session, which disclosed seedsmen from Holland and Norway in attendance, A. B. Clark presented the report of the Committee on Growing Contracts. A. L. Stone, secretary of the Official Seed Analysts, delivered an address on "Seed Laws and the Seed Analyst." Evening sessions were held for members specially interested in mail order business, credit, and other subjects. A wide variety of other subjects were included in the rest of the well-balanced program. The entertainment of the visiting delegates was as satisfactory as the announcements had declared it would be, yet it did not overbalance the work end of the convention, making the 1927 annual conference decidedly worthwhile for all comers.

## NEW YORK SEEDS HOLD STEADILY IN YEAR'S Dullest MONTH

By C. K. TRAFTON

Steadiness in the great majority of varieties of field and grass seeds was an outstanding feature of the New York market during the period under review. The general refusal of the trade to make sacrifices in order to dispose of old crop seed in

anticipation of liberal new yields is doubtless a reflection of the generally optimistic feeling displayed at the recent convention, the latter evidently being based on a belief that because of the small carry-over the new crops can be marketed readily without any serious disturbance to prices.

Kentucky Bluegrass was an outstanding exception to the above general rule, both in respect to prices and supplies. Although the new crop is not expected to be especially liberal, the surplus of this particular variety was large, leading to a belief that the total supply will be ample for all requirements.

Redtop was another variety to meet with a fairly good demand for so late in the season, because of re-seeding operations, but in this instance also buying was quickened by a cut in prices, the 100-pound basis being lowered from 25 cents to 24 cents. There were no exports.

Timothy continued lifeless throughout the month, but the basis remained nominally unchanged at 6½ cents for 100-pound lots. Although no fresh export business was reported, there were clearances of 360 bags, comparing with 345 for the preceding month.

Crimson Clover still failed to give promise of an early opening of the summer season, jobbers still being unwilling to take hold at the generally current basis of 16½ cents for 100-pound lots owing to the uncertainty regarding their ability to re-sell to ultimate consumers in the South owing to the flood conditions. Still, there have been more inquiries latterly, leading to a belief that trade was about to "pick up."

Red Clover remained as lifeless as usual during June, but nevertheless, holders of the small spot supply continued to quote 40 cents for domestic seed and 29 cents duty-paid for imported in 100-pound lots. This steadiness reflected a general belief that in spite of the good first crop of Clover over wide areas and hopes that the second crop will provide an abundance of seed, the production will find a ready market in view of the great shortage of old-crop supplies all over.

White Clover continued inactive on a basis of 30 cents for 100-pound lots. No business was reported for import with Germany offering fancy quality seed at 26½ cents c.i.f. Arrivals for the month were only about 75 bags against about 60 in May.

## INDIANA SEED NEWS

By W. B. CARLETON

The seed trade in some lines has declined some during the past few weeks, especially Clover, since the season has come to a close. Farmers in southern and central Indiana now are practically through with their heavy spring and early summer work. Corn was planted in Indiana right up to the fourth of July. The acreage is greatly under that of last year. Most of the farmers report they had no trouble in getting plenty of good seed corn. Farmers and seed men say that corn planted up to the first week in July will stand a good chance of maturing providing frosts do not come too early in the fall. The yield of Clover this year has been fairly satisfactory. Considerable Alfalfa also has been planted in Indiana. Hoosier farmers are running more and more to Alfalfa each year, as they say it is a good crop. Seed dealers say that on a whole the seed trade has been fairly good this season in spite of the bad weather that prevailed for the first six months this year. Some of the dealers say that the trade was spread out over a longer period of time than usual and that this in a way has more than made up for the deficiency in the early demand for feed. The demand for Timothy seed in the Indiana markets was very good, in fact better than in former years, according to the opinion of most of the dealers interviewed. The Alsike market has been extremely good all season. The market for Red Clover is reported to be considerable easier now. The demand for Sudan grass has not been very active this season.

Mr. Spiry, traveling representative of the Purcell Seed Company at Evansville, who returned a few days ago from an extended trip in northern and western Kentucky, report that the farmers have been greatly delayed in their planting and that most crops are shorter than they have been for a number of years past. He says the farmers, however, are not discouraged and that in view of the fact that so many crops are short this year, that better prices should prevail during the coming fall and winter.

Demand for early maturing seed corn, unusually  
(Continued on Page 50)





## IOWA

The Farmers Co-operative Elevator Company of Walnut, Iowa, has been dissolved.

A new set of wagon scales has been installed for the Burt Grain Company of Clarion, Iowa.

The Farmers Co-operative Elevator Company is rebuilding its coal sheds at Thompson, Iowa.

The name of the Charlton-Larson Company at Rolf, Iowa, has been changed to the Charlton Grain Company.

The elevator at Grimes, Iowa, formerly operated by the Armour Grain Company, has been bought by the Sloan Lumber Company.

An old elevator at River Sioux, Iowa, is being torn down by the Farmers Elevator Company and an addition is being built to its other elevator.

The elevators of the Union Grain Company at Union, Iowa, have been sold to E. F. Froning and Errol Johnson who will install grinding machinery.

Operations have been suspended by the Gilbert Grain Company of Gilbert, Iowa. It was organized in 1906 and became a co-operative in 1918. Amos Fossel is president.

W. H. Stotts has sold his interest in the Stotts-Pletch Grain Company of Algona, Iowa, to his partner, Mr. Pletch. Mr. Stotts will conduct a grain office at Rockwell City.

Grinding machinery is being installed by the Farmers Elevator & Livestock Company of Boone, Iowa, and another machine for preparing the feed with molasses is being installed. Improvements are being made to the elevator itself.

The interests of Ira F. Hinman in the grain and seed business at Postville, Iowa, have been sold to his partner, H. E. Roberts, and the business is again a strictly Roberts property. It has been in the Roberts family for 50 years prior to 1920.

## MINNESOTA AND WISCONSIN

The Wisconsin Malt & Grain Company is wrecking its buildings at Appleton, Wis.

New coal sheds are being built for the Monarch Elevator Company at Nassau, Minn.

The elevator at Nye, Wis., owned by the Osceola Mill & Elevator Company has been bought by A. E. Nelson.

A 25-bin distributing spout has been installed in the elevator of the Farmers Elevator Company at Moorhead, Minn.

A few changes have been made to the J. H. Lee Elevator at Montevideo, Minn., including the erection of office.

Extensive improvements are being made to the elevators of Teweles & Brandeis at Sturgeon Bay and Sawyer, Wis.

The elevator of the Pioneer Steel Elevator Company at Minneapolis, Minn., has been repaired and operations resumed in it.

The Poppleston Elevator at Regal, Minn., has been bought by S. L. Roberts who has for some years been manager of the property.

The elevator of the Schroeder Bros. at Two Rivers, Wis., has been bought by the Two Rivers Equity Exchange. John Wolf is manager.

The Erwin Elevator and Feed Mill at Sauk Center, Minn., has been bought by Charles H. Eyler from the Equity Co-operative Exchange.

To handle grain, feeds, etc., the Northern Supply Company has been incorporated at Amery, Wis. Capital stock is \$150,000. John Langenbach, E. M. Fay and S. M. Lien are interested.

Two new grain storage tanks of 100,000 bushels' capacity are being installed by the Charles A. Krause Milling Company of Milwaukee, Wis. They will be finished the middle of this month.

The Farmers Elevator Company of Atwater, Minn., and the Atwater Grain Company have been consolidated. The business will be under the management of George Jones, formerly with the Atwater Grain Company.

Articles of incorporation have been filed by the Farmers Coal & Grain Company at Zumbrota, Minn., capitalized at \$25,000. The incorporators are: C. K. Clementson, August Klug, George Thorson and A. C. Larson.

The Hiawatha Grain Company has bought the mill and elevator of E. L. Phelps & Co., at Minneapolis, Minn., and it is now known as the Hiawa-

tha Mill & Elevator. The company will continue its regular line of business though on a larger scale, dealing in all grains, screenings, and feeds and because of the added facilities will more conveniently and efficiently handle mixed car orders.

The St. Anthony & Dakota Elevator property at Kennedy, Minn., has been bought by the Kennedy Farmers Elevator Company. Levi E. Johnson is succeeded by Victor Carlson as manager of the property.

The old Earsley Elevator at Elgin, Minn., has been sold by the First National Bank to Henry Lindemer and the Richardson Elevator Company. Mr. Lindemer has the coal sheds and the Richardson company the rest of the property.

A new company, to be known as the Red River Elevator Company capitalized at \$50,000, has been formed at Moorhead, Minn., by Max Goldberg, Louis P. Goldberg and Jacob H. Goldberg and will operate grain elevators at Baker and Kent.

## ILLINOIS

The elevator at Thomasville, Ill., has been bought by J. J. Murphy.

The Farmers Elevator Company of Princeton, Ill., has been dissolved.

Electric motors have been installed by the Catlin Grain Company of Catlin, Ill.

The Smith Elevator at Triumph, Ill., is under the management of Gabriel Pohl.

H. S. Johnston has bought the elevators of E. C. Saddoris at De Long and Bronson, Ill.

A new grain spout has been installed in the elevator of C. F. Guffin at West Brooklyn, Ill.

New scales have been installed in the grain office of the Sullivan Grain Company at Bruce, Ill.

Homer Gibb succeeds Hugh Elliott of Gilman as manager of the Wing Grain Company of Fairbury, Ill.

Improvements are being made to the elevator of the Hillsdale Co-operative Elevator Company of Hillsdale, Ill.

The coal business of the J. C. Alexander Grain & Coal Company at Rankin, Ill., has been bought by Charles W. Hubbell.

The elevator at Table Grove, Ill., has been bought by J. B. Snedaker who has been operating the Ipava Farmers Elevator.

R. E. Bowers has bought the old Rowell Grain Company at Rowell (Maroa p.o.), Ill. It has a capacity of 35,000 bushels.

The elevator at Chana, Ill., formerly operated by the Armour Grain Company, has been bought by the Chana Elevator Company.

The gasoline engine of the Summerfield Co-operative Grain Company at Summerfield, Ill., has been replaced by an electric motor.

A. B. Chrisman has leased the elevator at Riggs-ton, Ill., formerly operated by the F. J. Blackburn Grain Company and will operate it.

The elevator of the Farmers Grain & Coal Company at Mason City, Ill., has been repaired and a new cleaner and distributor installed.

The Gilmer Elevator at Hindsboro, Ill., formerly owned by Dr. C. H. Gilmer of Villa Grove, has been bought by Mr. Woods of Rantoul.

The Rosenbaum Grain Corporation has taken over the Armour Elevator property in Chicago giving it a total of 18,000,000 bushels.

Otto F. Young has bought the elevator of the defunct Farmers Grain Company at Kincaid, Ill. This has been closed since last September.

The elevator, lumber and coal business of the Armour Grain Company at Leaf River, Ill., have been bought by Albert Spring, formerly with that company.

The interest in the elevator at Lewiston, Ill., held by J. T. Holmes has been bought by Bader & Co., Mr. Holmes then bought the entire interest from Bader & Co.

The old frame elevator of the Farmers Elevator Company at Bentley, Ill., has been torn down by the Farmers Elevator Company and the lumber and machinery sold.

James C. Beattie, the well known grain buyer who has been in business at Elwood, Ill., for nearly 50 years, has retired and turned over his elevator property to James Tyler of Reddick, Ill., who is

now in charge and will move his family there soon. James M. Maguire of Chicago, was the broker in the transaction.

The elevator of F. S. Brooks at Amboy, Ill., has been sold to Oscar Berga who has been manager of the elevator of the Walton Co-operative Company at Walton, Ill.

The elevator at Thomson, Ill., formerly owned by the Armour Grain Company, has been bought by the Potter Bros. of Morrison. They also bought the Armour Elevator at Fay (Mt. Carroll p.o.), Ill.

Improvements costing \$6,000 have been made to the elevator of the Farmers Elevator Company at Haldane, Ill. A new Diesel engine, hammer mill, etc., have been installed and other improvements made.

Roberts & Litchfield have leased the elevator at Gerlaw (Rio p.o.), Ill., and will operate under that name with Iven Fox manager. The elevator was formerly operated by the Inland Grain Company of Galesburg.

The Valier & Spies Milling Company's elevators, etc., at Mulberry Grove, Hagarstown and Vandalia, Ill., have been bought by the W. A. Elam Grain Company. Extensive improvements are being made by the purchasers.

The 100-barrel mill and elevator at Summer, Ill., known as the Gem Roller Mills have been bought by the Spencer Milling Company. The machinery is being taken out and moved to Spencer, where it will be used in repairing the mill.

James Tyler, who for many years was a grain buyer at Reddick, Ill., has taken over the J. C. Beattie Elevator at Elwood, Ill., and will move his family there as soon as a desirable home can be had. His brother, Will, will take over the management of the elevator at Reddick. James M. Maguire of Chicago represented both parties in the transaction.

The Hume Elevator Company of Hume, Ill., and the Brocton Elevator Company of Brocton, Ill., have consolidated. The Hume company went out of existence on June 1 and the business is being conducted through the Brocton office. I. N. Coolley who will devote his time to other interests has turned the management over to his partner, William Price, and son.

The Smith-Hippen Company and the Turner-Hudnut Company of Peoria, Ill., have merged and the elevators of the former company will be under the control of the Turner-Hudnut company. The Smith-Hippen company was established in 1861. This company had two elevators, one at Manito and another at Parkland, where the Turner-Hudnut company also operated.

## WESTERN

The grain elevator at Astoria, Ore., is now under the management of M. E. Arnold.

A grain business has been opened at Chico, Calif., by J. W. Roper and B. K. Russell.

D. W. Hunter has resigned his position as manager of the Farmers Elevator at Broadview, Mont.

The Twin Falls Milling & Elevator Company is remodeling its warehouse into an elevator at Curry, (Filer p. o.), Idaho.

Work on the new elevator of the Lincoln Grain Growers, Inc., at Lincoln, Calif., is progressing rapidly.

A 20,000-bushel elevator is being built at Haxtun, Colo., for the Haxtun Farmers Co-operative Elevator Company.

R. H. Raiter is succeeded as manager of the Montana Elevator Company of Denton, Mont., by M. Milbauer of Roundup.

R. A. Nelson has bought property at Livermore, Calif., and is remodeling the warehouse on it for storing and shipping grain in bulk.

The North Dakota Wheat Growers Association has applied for a site on the Great Northern Railway at Wolf Point, Mont., for an elevator.

The B. H. McCarthy Company, dealers in grain and feed at Hardin, Mont., has bought a building and is remodeling it for its place of business.

F. F. Wollenberg has resigned as manager of the Marcellus (Wash.) Elevator Company and is now manager of the elevator at Edwall, Wash.

The Baker Equity Co-operative Association of Baker, Mont., has let the contract for the erection



of a 20,000-bushel addition to its present elevator. This addition is to have a modern equipment including cleaner attachment. Odin Meyhre is president.

A new 14,000-bushel elevator is to be built at Lander, Wyo., for the Lander Mills. The Jones-Hettelsater Construction Company is doing the work.

The new elevator of the Farmers Elevator Company at Nashua, Mont., has been completed. It has a capacity of 55,000 bushels. O. E. Camburn is manager.

The Deary Grain Company of Deary, Idaho, has decided to repair its old warehouse for hay, sacked grain and other products which cannot be cared for in the grain elevator.

F. M. Webb is succeeded as manager of the Farmers Mill & Elevator Company at Belt, Mont., by H. H. Baker, formerly manager for the Rocky Mountain Elevator at Stanford.

The Clovis Mill & Elevator Company of Clovis, N. M., is commencing (under date of June 22) the erection of a 10,000-bushel elevator at Maize, N. M., the first station west of Clovis.

The Eastern Montana Elevator Company has installed a new scale and automatic dump in its elevator at Forsyth, Mont. A large feed and warehouse will also be built by the company.

A. B. Tenney of Portland has bought the Redmond (Ore.) Lumber & Produce Company, for many years conducted by B. H. and Alda McMickle. It will be conducted as the Redmond Warehouse Company.

## OHIO AND MICHIGAN

A pneumatic dump has been installed in the elevator at Mt. Cory, Ohio.

Frank W. Downing has bought the grain business of G. T. Sands at Mears, Mich.

Baransy & Wolfran are building an 8,000-bushel grain storage house at Ada, Ohio.

A corn crusher and cracker has been installed by the Shepard Grain Company of Thackery, Ohio.

The elevator of McCool & Ackerman at Clark (p. o. New Madison), Ohio, has been sold to W. H. Brown.

Walter Mulzer is now manager of the Sunbury, Ohio, branch of the Condit Co-operative Elevator Company.

A pneumatic dump has been installed by the Loudonville Farmers Equity Exchange of Loudonville, Ohio.

The Lindsey Farmers Mercantile & Elevator Company of Lindsey, Ohio, has installed a coal unloader.

A Western Roller Bearing Corn Sheller has been installed by the Rockford Grain Company of Rockford, Ohio.

Eugene A. Lewis of Richmond, Ind., has bought the Star Grain Elevator at Eaton, Ohio, from Joseph Poos.

Repairs are being made to the Hancock Station (Ohio) Elevator owned by the Farmers Co-operative Company of McComb, Ohio.

C. W. Gaul has bought the elevator at Pleasant Corners (Grove City p. o.), Ohio, from the Gwinn Bros. & Co. of Huntington, W. Va.

An air blast carloader and other equipment have been installed by the Maple Grove Farmers Elevator Company of Maple Grove, Ohio.

C. W. Sifritt is succeeded as manager of the Green Camp Co-operative Elevator Company at Green Camp, Ohio, by Harry L. Beaver.

The V. E. Herter Company of Dayton, Ohio, is to build a large warehouse adjoining its present grain storage house. It will be erected at a cost of \$22,000.

J. C. Cole & Co., who bought the grain tanks of the Soyco Mills at Greenville, Ohio, are adding to the capacity. There will be a capacity of 55,000 bushels when completed.

A modern elevator is being built at Pinconning, Mich., for the Cass City Grain Company of Saginaw, Mich. The building will be equipped for handling grain, beans and seeds.

The elevator of the Scotts Grain Company at Scotts, Mich., is being rebuilt by the White Bros., for their own use and a potato storage bin and seed equipment is being installed.

An interest in the La Rue Grain & Supply Company of La Rue, Ohio, has been bought by Charles Bayman of Black Lick, Ohio. C. C. Metz and Herbert Jones are still interested.

The Standish Elevator Company and the Standish City Flouring Mills of Standish, Mich., have been consolidated under the latter name. The elevator company has been in operation for 25 years. The elevator will not be dismantled.

The Christian Breisch Company of Dewitt, Mich., has completed a large storage building for coal with capacity of 1,000 tons. The elevator is being rebuilt and new machinery installed, including

larger wheat mill, new bean mill and other modern equipment. Frank Eldridge and Darwin Day will be in charge.

The Garman Grain Company of Delphos, Ohio, which is building a 40,000-bushel elevator at that place, will have it equipped with a 500-bushel Randolph Grain Drier in a brick addition.

To operate a grain elevator and deal in grain products, feed, etc., the Mineralized Yeast Mills Company was incorporated at Ingomar, Ohio, capitalized at \$15,000. Raymond O. Klepinger, Walter Klepinger, L. Coet are the incorporators.

C. A. Miller has taken over the Cutler-Dickerson Company of Adrian, Mich., wholesale and retail dealers in grain, hay, feeds and seed. Mr. Miller has managed the business for a number of years and will continue it as the C. A. Miller Company.

## SOUTHERN AND SOUTHWESTERN

A grain elevator and feed house are to be built at Quitaque, Texas, for Glenn Wise.

A new corn sheller has been installed by the Houghton Grain Company of Plano, Texas.

The old Cherokee Elevator at Jet, Okla., has been bought by W. E. Henry of St. Louis, Mo.

The old Jake Alderson Elevator at Nash, Okla., has been leased by Clyde Tucker and Ira Wilson.

A 10-horsepower electric motor has been installed for the Farmers Elevator Company at Lahoma, Okla.

The Spiller Grain Company has bought the grain, hay and coal business of Macy & Co. at Brady, Texas.

An electric motor and new air lift dump have been installed by the Zobisch Grain Company of Butler, Okla.

An air dump and two truck dumps have been installed by the State Line Grain Company of Manchester, Okla.

A wholesale grain business has been opened at Dublin, Texas, by F. A. Duke, for years with the Dublin Flour Mill.

The Perry Mill & Elevator Company of Perry, Okla., has bought the elevator of W. B. Johnston at Covington, Okla.

A 12,000-bushel elevator is being built at Piper (p. o. Okeene), Okla., for the Farmers Union Co-operative Exchange.

The G. W. Johnston Elevator Company of Fairview, Okla., has bought the elevator of J. N. Vorheis at Vorheis, Okla.

The capital stock of the Valley Grain & Elevator Company of San Juan, Texas, has been increased from \$50,000 to \$80,000.

The Porter Elevator holdings at Hale Center, Texas, have been bought from W. L. Porter by L. J. Halbert of Plainview.

The elevator at Selman, Okla., of the H. L. Street Grain Company has been bought by Dr. H. F. Craig and Albert Gass. Mr. Gass will be in charge.

The Cox-Henry Elevator at Lone Wolf, Okla., has been leased by Frank Ottinger and G. Kendrick who will operate as the Orient Grain Company.

Capitalized at \$10,000, the Rayford Grain & Commission Company has been incorporated at Fort Worth, Texas. J. T. Rayford, J. J. Dial and others are interested.

The Haydon Mill & Grain Company has been incorporated at Springfield, Ky., capitalized at \$50,000. G. L. Haydon, G. R. Haydon and F. C. Peters are interested.

Operations have been commenced in the Galveston Wharf Company's Elevator B at Galveston, Texas, which has been closed for some time for general repairs.

A modern grain elevator is being installed at Comanche, Texas, by Brightman & Sons, cotton and grain buyers. O. O. Brightman is senior member of the firm.

To handle export grain and cotton, the Southern Export Company has been incorporated at Frederick, Okla., capitalized at \$50,000. E. O. Billingslea is manager.

The Wheeler Grain Company of Bessie, Okla., has installed an electric motor, manlift, Fairbanks Type Register Beam Scale and put ironcladding on the elevator and warehouse.

The Pennington Grain Company of Cashion, Okla., has overhauled its elevator and put on a new galvanized iron roof; also installed a new 13-inch elevator belt and new pulley.

T. A. Jennings Sons, Inc., of Lynchburg, Va., have retired from business and the property is to be leased. T. A. Jennings, formerly head of the company, retired four years ago and since then Clyde Jennings, the son, has been operating the company. It started business in 1894 and has been in continuous operation since then.

The Nashville Warehouse & Elevator Corporation has bought the Elevator B and concrete storage tanks of J. R. Hale & Sons, Nashville, Tenn.

They are valued at \$100,000. With this addition, the purchasing company has facilities for the storage of 1,000,000 bushels. The transfer will not affect the business of J. R. Hale & Sons.

The elevators of the Farmers Elevator Company at Lambert and Yewed, Okla., have been bought by the Robinson Grain Company. New machinery will be installed in the Lambert plant.

The elevators of the Enid Milling Company at Jefferson and Shea, Okla., have been bought by R. L. Kendall of Gainesville, Texas. He has also bought one from the Alva Roller Mills at Alva, Okla.

R. A. Jansen is succeeded as manager of the Farmers Elevator Company at Dacoma, Okla., by Gus Heady. Mr. Jansen is now associated with the Southwest Wheat Growers as assistant sales manager.

A Humphrey Employees Elevator has been installed by the Burrus Elevator Company of Dallas, Texas. This is equipped with an electric silent chain drive using a 5-horsepower motor and safety knife switch.

The First National Bank has bought the Farmers Elevator at Mangum, Okla. The Pace Grain Company has leased it from the bank and has opened it for business. B. C. Rose and C. E. Daniels are in charge.

The White-Richert Grain Company which was formerly the White & Richert Company of Hydro, Okla., has been incorporated with capital stock of \$10,000. Harvey White, J. P. White and A. B. Richert are interested.

The Red Elevator at Electra, Texas, has been bought by the Electra Wheat Growers Association. It was owned by the Kell Milling Company of Wichita Falls. Fred S. Keller, Jr., secretary-treasurer, will have charge of the elevator.

Hugh Wardell and M. E. Henderson have bought the elevator of the Alva Roller Mills at Freedom, Okla. The Waynoka, Okla., elevator of the same mills has been bought by J. O. Braught and wife and will be conducted as Braught & Braught.

The grain elevator at Lockney, Texas, which was bought by the Home Grain Company last year, has been opened for business with W. T. Armstrong as manager. The Home Grain Company is controlled by the Henderson Grain Company of Fort Worth, Texas.

The property of the Bomarton Grain & Elevator Company at Bomarton, Texas, has been sold by T. H. Goosetree to the Stallings Grain & Coal Company of Seymour. Mr. Goosetree has bought the mill at Seymour and will operate as the Seymour Mill & Elevator Company.

Laurence P. Leggitt has been made grain inspector for the Jacksonville (Fla.) Chamber of Commerce, succeeding W. H. Binkley. Mr. Leggitt is a United States licensed grain inspector and has for eight years been associated with the New Orleans Board of Trade and Houston Merchants Exchange.

## INDIANA

E. A. Benedict is now manager of the Goodland Grain Company of Goodland, Ind.

Elevator equipment is being installed by the Burke Elevator Company of Monroeville, Ind.

Additional equipment is to be installed by the Farmers Grain & Supply Company of Modoc, Ind.

The firm name of Leforge & Co., at Colburn, Ind., has been changed to the L. & S. Grain Company.

The Arndt Weinkauff Grain Company is enlarging its warehouse and building new office at Hamlet, Ind.

A grain elevator and truck dump have been installed by the Farmers Co-operative Company of Matthews, Ind.

A new boiler house and engine room are being built at Jasper, Ind., by the Victoria Mill & Elevator Company.

The elevator of the Hebron Exchange at Hebron, Ind., which burned, is to be rebuilt. J. T. Buchanan is manager.

Victor Current of Danville, is planning the erection of a modern grain elevator at Allison Station, near Marshfield, Ind.

The elevator of the Milton Grain Company at Milton and Beeson's Station, Ind., have been taken over by Wilbur Elwell.

The Equity Elevator at Uniondale, Ind., has been bought by John Eichhorn of Lancaster Township who will take charge soon.

The elevator and coal sheds of the Holmes Supply Company at Kingsbury, Ind., have been repaired and manlift installed.

A new elevator is being built at Petersburg, Ind., by Manuel Wyatt, a grain dealer. It will be of modern construction with a shed the entire length on the east side where wagons can be unloaded.

Extensive improvements are being made to the property of the London Grain Company of Fair-



land, Ind. A new hammer mill, corn cracker, etc., have been installed and building of additional bins and coal house completed.

Ford Garrett and Fred Antel have bought the former Weese-Welborn Elevator of the Princeton Milling Company at Princeton, Ind.

The capital stock of the Evansville Grain Company at Evansville, Ind., has been increased from \$50,000 common to \$50,000 common and \$50,000 preferred.

E. E. Cornthwaite has resigned as manager and director of the Cicero (Ind.) Co-operative Elevator Company although he still retains his interest in the company.

The capital stock of the Farmers Elevator Company at Mt. Vernon, Ind., has been reduced from \$15,000 to \$10,000 and the corporate existence extended 25 years.

The New Ross Grain & Lumber Company of New Ross, Ind., has bought the Linnsburg, Ind., elevator from M. A. Wall and has installed a new truck dump. It is handling building material in addition to grain, coal, etc.

The Raub Elevator Company has been incorporated at Rensselaer, Ind. The new member is J. Glen Steinhart who bought an interest with Daniel E. Waymire and Ora Earl Powell, who were former owners in partnership.

The coal handling facilities of the Farmers Elevator Company at Remington, Ind., are being improved. The old bins have been torn away and new ones once again as large are being built. Coal unloading machinery has been installed.

The Eastern Indiana Elevator & Milling Company of Richmond, Ind., has been organized to buy and sell grain and flour. They have bought property at Richmond, formerly owned by the Richmond Roller Mills, including mill and elevators at Richmond, Hagerstown and Boston, Ind. The Eastern Indiana company was incorporated by Arthur A. Curme, Jr., John H. Jackson, Harold G. Coleman, Frank M. Taylor and Clarence M. Brown.

## EASTERN

The Reading Grain Company's new building at Reading, Mass., has been completed.

Operations have been started in the new elevator of the Pennsylvania Railroad at Jersey City, N. J.

The Fort Orange Feed & Grain Store at Whitehall, N. Y., has been bought by George H. Ward and Edward Adams.

To deal in retail grain and similar products, the Branford Farmers Grist Mills, Inc., were incorporated at Groton, Conn., capitalized at \$50,000. Rose A. Schwartz is interested.

R. E. Newel of Woodbury and others have incorporated at Thomaston, Conn., as the Thomaston Grain & Coal Company, capitalized at \$50,000.

## THE DAKOTAS

Repairs have been made on the Farmers Elevator at Alice, N. D.

A new 5,000-bushel elevator is to be built at Ardmore, S. D., this summer.

Business has been discontinued by the Worthing Grain Company of Worthing, S. D.

A second leg has been installed by J. R. Hilsdorf in his elevator and feed house at Wilton, N. D.

The grain elevator at Niles (p. o. Leeds), N. D., has been bought by the United Grain Growers.

The Hamar Co-operative Elevator Company of Hamar, N. D., has completed its new coal shed.

Operations are to be resumed in the Farmers Elevator at Havelock, N. D., which has been closed for some time.

The elevator property of the Gronna Equity Elevator Company, Gronna (Rolla p. o.), N. D., is to be improved and additional machinery installed.

A. G. Bruce is succeeded as manager of the Farmers Co-operative Elevator Company of Mansfield, S. D., by Robert L. Scandrett.

The elevator of the Colton Grain Company at Colton, S. D., has been sold to the Van Dusen Harrington Company of Minneapolis, Minn.

The elevator of the Northland Grain Company at Ambrose, N. D., which burned is to be rebuilt. It will be larger than the one which was destroyed.

Four motors, four drives and a two-horsepower motor for pump have been installed by the Farmers Elevator Company of Willow Lake, S. D. George Lee is manager.

Elevators at Oakes, Tower City, Wahpeton and Dickson, N. D., have been bought by the Gross Grain Company. They will be repaired and put into operation in August.

The International Elevator Company has let the contract for the erection of a 40,000-bushel elevator at Cavalier, N. D. Modern equipment including two legs, 13 foot work floor, 18 bins, double distributor, Fairbanks-Morse 10-ton scale fitted with

a Strong-Scott Air Dump, 100-bushel hopper scale for shipping and Fairbanks-Morse Enclosed Type motor for power, will be installed.

Capitalized at \$25,000, the Co-operative Elevator Company, Inc., has been incorporated at Montpelier, N. D. Incorporators are I. S. Wahe, H. E. Tingdahl and W. H. Johnson.

The Farmers Co-operative Company and the Farmers Union of Philip, S. D., have been merged and a new 200,000-bushel elevator will be erected equipped with the most modern machinery and operated by electricity.

N. E. Norman has sold his interests in the Crosby Farmers Grain Company of Crosby, N. D., to F. E. Carlson of Berthold, N. D. Mr. Carlson was formerly located at Ambrose as manager of the Farmers Elevator. Mr. Norman will leave the company on August 1.

## MISSOURI, KANSAS AND NEBRASKA

The Farmers Elevator at Axtell, Neb., is being thoroughly overhauled.

Ross Magowan is the new manager of the Farmers Elevator at Gordon, Neb.

The plant of the Cedar Elevator Company at Cedar, Kan., is to be electrified.

The Rea Patterson Elevator at Sarcoxie, Mo., has been bought by C. J. Sawyer.

J. J. Elliott is now manager of the Farmers Elevator Company at Monroe City, Mo.

New elevators have recently been completed at Alliance, Gordon and Crookston, Neb.

The Deshler Farmers Elevator at Deshler, Neb., has been bought by H. W. Hoffmeyer.

The Farmers Grain & Supply Company of Spearville, Kan., has its new office completed.

The Hynes Grain Elevator at Fairmont, Neb., is under the management of W. W. Oldham.

A 10-ton truck scale has been installed by the Farmers Elevator Company at Wilson, Kan.

A new elevator will be built at Steele City, Neb., for the Farmers Union Co-operative Association.

The Fury Elevator at Miltonvale, Kan., has been leased by the Smoot Grain Company of Salina, Kan.

On June 1 the elevator of the Plush Grain Company at Burdett, Kan., was reopened for business.

A new air dump has been installed by the Bosse Grain Company in its elevator located at Augusta, Kan.

The Farmers Elevator & Supply Company of Vandalia, Mo., is under the management of Ed Sandothe.

The Langdon Grain Company of Hutchinson, Kan., has equipped its plant with a new electric motor.

The St. Paul Grain & Supply Company of St. Paul, Kan., has been incorporated, capitalized at \$10,000.

A new truck dump has been installed by the Farmers Grain & Livestock Company of Saronville, Neb.

A gear pump has been installed for the engine at the property of the Lund Grain Company at Lasita, Kan.

A new grain elevator is to be built at Ruleton, Kan., for the Morrison Grain Company of Kansas City, Mo.

F. D. Enyart has sold his interests in the Lenexa Grain Company, Lenexa, Kan., to M. F. Kelly of that place.

William Ashton is succeeded as manager of the Dunbar Grain Company at Dunbar, Neb., by William Gess.

Owen Gish is succeeded as manager of the Farmers Union Elevator at Glen Elder, Kan., by Guy Jones.

The elevator of the Norton County Co-operative Association at Norton, Kan., is to be reopened in a short time.

A new cleaner has been installed and other improvements made by the Ragan Grain Company, Ragan, Neb.

The elevator of the Kansas Grain Company at Great Bend, Kan., has been bought by D. A. Schwartzkopf.

The elevator of M. M. Wilson at La Crosse, Kan., is being remodeled and the bin capacity considerably increased.

Electric power and a cleaner are being installed in the elevator of the Conley-Ross Grain Company at Madrid, Neb.

A 77,000-bushel elevator has been completed at Tice (Copeland p. o.), Kan., for the C. D. Jennings Grain Company.

An addition is being built for the Sublette Grain Company of Sublette, Kan., increasing the capacity to 32,000 bushels.

Extensive remodeling and improving have been done to the elevator of the Light Grain & Milling Company of Liberal, Kan. Complete equipment is

being installed, of Allis-Chalmers and Nordyke-Marmon make.

The elevator of the Russell Lumber Company at Gorham, Kan., has been bought by the Russell Milling Company.

W. H. Hawkins of Tampa has bought the Farmers Elevator at Abilene, Kan. H. D. Bevan will continue in charge.

A new hydraulic grain dump has been installed in the plant of the Real-Easterday Elevator Company of Kenesaw, Neb.

A new office has been added to the Broadwater Elevator at Broadwater, Neb., under the management of B. L. Van Druff.

A filling station is to be built for the Kinsley Grain & Lumber Company of Kinsley, Kan., and oil and gas will be handled.

The Star Grain & Lumber Company of Princeton, Kan., is rebuilding its elevator which burned. Warren Hilbert is manager.

The Chadron Flour Mill has let the contract for the erection of a grain elevator at Chadron, Neb., of 50,000 bushels' capacity.

The Farmers Grain & Coal Company of Caldwell, Kan., has remodeled its elevator and equipped it with ball bearings.

Operations have been started by the Query Grain Company at Stockton, Kan., in the former Rogers Elevator which it has leased.

The elevator of W. H. Mikesell at Rydal, Kan., has been overhauled and equipped with a 10-ton hopper scale and truck dump.

A new motor has been installed by the Farmers Co-operative Elevator Company at Clearwater, Kan. E. C. Salter is manager.

Improvements are being made to the 500,000-bushel elevator of the Kansas Wheat Growers Association at Leavenworth, Kan.

The capital stock of the Farmers Elevator & Supply Company which was recently incorporated at Junction City, Kan., is \$20,000.

A grain and storage elevator is to be built at Larned, Kan., for the Bowen-Oglesby Milling Company. The contract has been let.

The plant of the Farmers Grain & Supply Company at Greensburg, Kan., has been overhauled and equipped with larger motors.

Improvements are to be made to the plant of the Farmers Union Co-operative Mercantile & Elevator Company at La Crosse, Kan.

Two enclosed motors, an automatic scale and other equipment have been installed by the A. R. Upp Grain Company of Fowler, Kan.

The elevator of the Hynes Elevator Company at Norman, Neb., has been opened for business with Mr. McCashland of Lebanon in charge.

Improvements have been made to the elevator of the Farmers Grain Company at Moundridge, Kan., increasing the capacity by 13,000 bushels.

Emmett Bowers of Franklin is in charge of the East Elevator at Hildreth, Neb., which has been operated by Perry McCombs, proprietor.

L. M. Mead has leased the Williams Elevator at Sylvia, Kan., and will operate with J. D. Mead as manager as the Mead Elevator Company.

Repairs are being made to the elevator of Persson & Williamson at Dix, Neb., and new head, elevator leg and dump are being installed.

James Carroll has been succeeded as manager of the Farmers Co-operative Union Elevator Company at Cambridge, Neb., by W. A. Harding.

The Liberal, Kan., office of the Benton Grain Company is under the management of J. C. Kramer formerly of Pratt, who succeeds Mr. Patterson.

The mill, elevator and warehouse at Joplin, Mo., of the Davis Mercantile Company have been sold to the Arma Elevator Company of Pittsburg, Kan.

Wm. Little is now with the Wichita Terminal Elevator of Wichita, Kan. He was formerly with the Denver office of the Hall-Baker Grain Company.

The elevator at Ashton, Kan., has been sold by J. W. Riggs to Lou Allen & Son of Enid, Okla. Mr. Riggs has been operating the elevator for the past year.

The Farmers Co-operative Elevator & Mercantile Association of Alamota, Kan., has installed two automatic scales, new engine and made other repairs.

The Mead Milling Company of Scottsbluff, Neb., has contracted for the erection of a grain elevator of 25,000 bushels' capacity. Work was started on July 1.

The interest of R. L. Cox in the Farmers Elevator & Lumber yard at Hume, Mo., has been sold to his partner, W. C. Foster, Sr., who will be active manager.

E. L. Stone has resigned as manager of the Derby Grain Company's elevator at Lewiston, Neb., and is now with the Nye-Schneider-Jenks Company at Diller.

Articles of incorporation have been filed by the



Shickley Grain Company of Shickley, Neb., capitalized at \$10,000. Elmer L. Bradley, Carl Wennersten, A. P. Bradley and L. Wennersten are interested.

An air dump and electric motor have been installed by the Norby Grain Company of Wellsford, Kan. The company is considering enlarging the elevator.

The Carl Brenneis Elevator at Hollenberg, Kan., has been bought by John D. Meyer. Mr. Brenneis bought it some time ago from the Farmers Elevator Company.

Elevators at Rich Hill and Metz, Mo., have been bought from the Peoples Elevator Company by Gus Kienberger. G. I. Lynch has been local manager for some time.

The Arnold A. Thurnau Grain & Feed Company of St. Louis, Mo., is installing a Randolph Direct Heat Grain Drier in a fire resistive building adjoining its warehouse.

New coal sheds are to be built at Kinsley, Kan., for the Miller Grain Company. A new warehouse is also to be built adjoining the elevator. John Heinen is manager.

The elevator at Silver Lake, Kan., has been taken over by the Berry Grain Company of Rossville, Kan., and will be conducted under the management of Emmett Berry, Jr.

Remodeling has been done to the elevator of the Hoag Co-operative Grain Exchange of Hoag, Neb. It has been covered with galvanized iron and a new dump has been installed.

The Farmers Union Elevator Company has been organized at Olpe, Kan. The directors are A. F. Modellmegg, D. E. Schmidt, E. J. Bolz, Henry Westfall and Ernest Rossillon.

A new organization has been formed at Higginsville, Mo., as the Higginsville Milling & Elevator Company and has taken over the former Higginsville Milling Company.

The Updike Elevator at Rising City, Neb., has been bought by the J. F. Grosshans Grain & Lumber Company of York, Neb. F. J. Grosshans of Omaha is managing the elevator.

New storage of 40,000 bushels' capacity is being added to the property of the Abilene Flour Mills Company of Abilene, Kan. This will give the company total capacity of 300,000 bushels.

The Great Western Elevator Company has been incorporated at Kansas City, Mo., by George A. Aylsworth and has taken over the Chicago Great Western Elevator formerly operated by the Hall-

Baker grain company. It has a capacity of 1,000,000 bushels.

The warehouse of E. H. Kaufman at Gridley, Kan., is being converted into an elevator. He will be able to handle 486 bushels of grain per hour and the machinery will be motor driven.

The Farmers Grain, Stock & Mercantile Company of Schroyer (Blue Rapids p.o.), Kan., has been succeeded by the Schroyer Grain & Supply Company of which Wm. M. Griffee is manager.

The elevator of Kinzel & Meyeres at Red Wing, Kan., has been leased by them to the Claflin Mill & Elevator Company. They will continue to operate their coal, hardware and implement business.

The Brock Grain Company of Buffalo, Kan., is increasing the capacity of its elevator there from 4,000 to 10,000 bushels. Both the addition and the old elevator will be covered with galvanized iron.

## CANADA

It is contemplated that the Manitoba Wheat Pool will erect an elevator and cleaning plant at Birtle, Man.

Major J. K. Wyman of Ottawa, Ont., is manager of the Canadian Government Elevator at Port Colborne, Ont., succeeding Alexander Ferguson.

W. Biggins has been appointed superintendent of the Vancouver Terminal Company's elevator at Vancouver, B. C. which was formerly the Spillers Elevator.

Contract for construction of the 1,000,000-bushel addition to the Burrard Elevator at Vancouver, B. C., has been let. The work will cost about \$400,000 and will be commenced at once.

Matters have reached a point where it is understood big interests are preparing for the eventualities of the Board of Engineers recommending some port other than Kingston, Ont., for the grain terminal, and it is understood preliminary plans have already been prepared looking towards the establishment of two huge grain elevators at Kingston, irrespective of whatever action the government may take.

Foundation work is proceeding on the new addition to the Canadian Pacific grain elevator at Port McNicoll, Ont., which, when completed, will bring the storage capacity of these elevators up to 6,000,000 bushels. The new elevator will have a capacity for 2,000,000 bushels and will follow the lines of the present C. P. R. Elevators at that port, being concrete in construction throughout. It is expected that the new elevator will be ready this year.

manager of this end of the business since 1915 has taken it over and will operate as the C. A. Miller Company.

J. W. Cohn has gone back into the feed jobbing business at St. Louis, Mo., after an absence of over a year. He is president of the National Feed Company.

The feed and seed store of A. G. Hodges has been bought by O. A. Prather and E. P. Archer of Weslaco at Donna, Texas. O. A. Prather, Jr., will be in charge.

The feed business of George Smith at Monticello, Ill., has been taken over by Thomas Martin who will continue to handle all kinds of stock and poultry feeds, hay, etc.

Feed and produce are to be handled by N. Davidson and W. W. Coffman who have built a store at Harrison, Ark. They will conduct it as Davidson & Coffman, Feed and Produce.

Another building in Arlington, Wash., has been leased by the Fox River Feed Company and a branch store established there. The company plans to build a warehouse later on.

The business of the Union Feed Company, Inc., of San Luis Obispo, Calif., has been bought by E. H. Atkins and J. Silva and will be conducted as the Union Feed Company, a partnership.

To conduct a feed business, the Arena Farmers Co-operative Exchange has been incorporated at Arena, Wis. A. O. Roberts, C. H. Roberts, Roy J. Schlough are interested in the company.

C. H. Fieldson and Lewis W. Henderson have bought the business of the Clemens Feed Company at Maplewood, Mo., which was declared bankrupt recently. Extensive improvements are to be made.

A feed store has been opened at Tingley, Iowa, for E. Eckerman. He was formerly manager of the Farmers Union Elevator but resigned to go into the retail feed business on his own account.

## FIRES

Frankfort, Kan.—Fire slightly damaged the Gano Elevator not long ago.

Lincoln, Neb.—Fire destroyed the feed store of M. Kaplan on June 28.

Greycliff, Mont.—Fire destroyed the elevator here with its entire contents.

Springfield, Ill.—The elevator of Joe Shafer was slightly damaged by fire on May 27.

Stevenson (near Wahpeton), N. D. — The Ira Moats Elevator was destroyed by fire.

Winterville, N. C.—The feed store of S. H. Ange was destroyed by fire of unknown origin.

Shelby, Ohio.—The plant of the Shelby Equity Exchange was slightly damaged by fire on June 17.

Cloverdale, Ohio.—Fire of unknown origin destroyed the hay warehouse of A. H. Raabe on July 6.

Cereal (Chatsworth p. o.), Ill.—The elevator of M. E. Franey & Son was destroyed by fire on July 6.

Cuba, N. D.—The Farmers Elevator was destroyed by fire with a loss of between \$9,000 and \$10,000.

Brookston, Ind.—Fire damaged the elevator of the Halstead Bros. The loss is covered by insurance.

Pleasantville, N. Y.—A warehouse belonging to Lane, Eaton & Smith was destroyed by fire recently.

Rauville (Watertown p. o.), S. D.—A coal shed belonging to the Rauville Grain Company was destroyed by fire.

Manito (near Rockford), Wash.—The grain elevator here owned by D. M. McCance was destroyed by fire on June 25.

Culdesac, Idaho.—An elevator of the Terminal Trading Company was destroyed by fire of unknown origin on June 14.

Braddock, Pa.—Fire damaged to the extent of \$50,000 the warehouse of the Lachman Feed Company. It was partially insured.

Orofino, Idaho.—Fire destroyed the grain elevator of the Orofino-Rochdale Company with a \$40,000 loss. It was partly insured.

Lawrence, Mass.—The property of the H. K. Webster Hay & Grain Company here was damaged by fire on July 7 with a loss of \$100,000.

Los Angeles, Calif.—Fire destroyed the warehouse of the Western Hay & Grain Company, destroying with it a quantity of hay and grain. The loss totaled \$10,000.

South Framingham (Middlesex p. o.), Mass.—Fire on June 24 destroyed the grain elevator of

## HAY, STRAW AND FEED

A feed store has been opened at Woodland, Calif., by Frank Mareno.

Business has been started in a feed store at Dinuba, Calif., by D. W. Schofield.

A feed business is now conducted at Hollandale, Minn., by W. A. Degner.

A feed and seed store has been opened at Olathe, Kan., by J. B. Peterson.

M. Caballero has bought the Cash & Carry Feed Store at Vacaville, Calif.

A feed store has been opened at Loraine, Texas, by J. L. Bird and Howard Spikes.

The feed store of Jesse Retherford at Delphi, Ind., has been bought by Henry Snyder.

The Graves County Feed Company has been organized at Mayfield, Ky., by W. J. Poyner.

The Carr & Spencer Feed Yard at Marseilles, Ill., has been bought by Armstrong & Sons.

The feed business and mill of Wilbur Bell at Rudd, Iowa, has been sold to a Mr. Hodgen.

A new warehouse is being built at Palo Alto, Calif., for the Horabin Feed & Fuel Company.

The handling of feed has been discontinued by the Montebello (Calif.) Feed & Fuel Company.

The feed and produce business of Mr. Messer at Britton, Okla., has been bought by E. B. Scott.

The feed business of George Richart at Longmont, Colo., has been sold by him to J. L. Willey.

The feed business of E. H. Forsythe at Sidney Center, N. Y., has been bought by Hugh Simmons.

A new building is now occupied by the Hollywood Fuel & Feed Company of Hollywood, Calif.

A half interest in the Meeks' Feed Store at Troy, Mo., has been bought by O. O. Fulk of St. Joseph, Mo.

The plant of the Dixie Grain Company at Shelbyville, Tenn., has been rebuilt and additional ma-

chinery installed for the manufacture of horse, dairy, and poultry feeds, with a grain elevator capacity of 50,000 bushels.

The C. H. Park Feed Store at Lubbock, Texas, has been bought by J. B. Ray and his son, D. B. Ray.

The Lyon's Feed & Seed Store, Inc., has been organized at Wadesboro, N. C., capitalized at \$25,000.

An exclusive feed and seed store has been opened at Fitzgerald, Ga., by the Rawlins Feed & Seed Company.

The feed store at Wilmington, Calif., has been bought from Mr. Smith by H. B. Phelps and G. M. Snyder.

The Bloomington Feed Store at Bloomington, Calif., has been bought by Everett De Plant from W. W. Pierce.

A hammer mill is to be installed and a 35-horsepower electric motor for the O.L. Barr Grain Company of Bicknell, Ind.

A new warehouse for storing feed, flour, seed, etc., has been erected at Benson, Minn., for the Benson Market Company.

The feed business of E. F. Lindow & Co., at Medford, Wis., is now owned by E. F. Lindow who has bought his partner's interest.

The Sweetwater Cotton Oil Company is to open a general feed store at Albany, Texas, to do both a retail and a wholesale business.

S. T. Edwards Company of Chicago, has the contract from the McMillen Company of Fort Wayne, Ind., for the erection of a 30,000-bushel storage house and a 500-bushel Randolph Direct Heat Grain Drier.

Handling of hay in wholesale or jobbing way has been discontinued by the Cutler-Dickerson Company, Adrian, Mich. C. A. Miller, who has been



J. Cushing & Co. The elevator was nearly filled with grain, feed and its contents were destroyed.

Troy, Iowa.—The Trans-Mississippi Elevator here was destroyed by fire of unknown origin. Loss included 30,000 bushels of oats and two grain cars.

Dovray, Minn.—The Miles Torney Elevator here was destroyed by fire believed to have been caused by defective wiring. The loss amounted to \$12,000.

Paris (Paris Crossing p. o.), Ind.—The Metcalf Grain Elevator annex was destroyed by fire together with several thousand bushels corn. Elmer McClain is manager.

Hearne, Texas.—Fire destroyed the warehouse and contents of corn and hay of the Brazos Grain Company with a \$2,500 loss. It was covered by insurance.

Fountaintown, Ind.—Fire on July 2 destroyed the elevator owned by J. H. Snyder and H. E. Kinney of the Kinney Grain Company. The loss was \$30,000. It contained a considerable quantity of corn, wheat and oats.

## OBITUARY

ADIE.—William B. Adie committed suicide by shooting himself on June 28. He was sales manager for the Eastern Grain Company of Portland, Maine, for 12 years.

ANDREWS.—James H. Andrews died on June 20. He was a retired grain elevator owner and operator of Cedarville, Ohio.

ARNOLD.—Lyndon Arnold died following an operation, aged 68 years. He was a member of the New York Produce Exchange and had been superintendent of the exchange for the past five years. His widow and one daughter survive him.

BERNHARD.—Abraham Bernhard died recently. He was senior member of Colvin & Co., Chicago, Ill.

BRYAN.—William R. Bryan died on June 15 after a short illness at Nashville, Tenn. He had been in the grain business as W. R. Bryan & Co.

CAPPS.—Thomas Capps died after short illness at Vandalia, Ill. He was for years manager of the Valier-Spies Elevator at that place.

CARSON.—James R. Carson died recently at Pipestone, Minn., aged 84 years. He was a pioneer grain dealer of that city.

CHADWICK.—J. F. Chadwick died recently at

Luverne, Minn. He was proprietor of the Steen Grain Company of Steen, Minn.

CHESTNUT.—C. F. Chestnut died recently at Fredericton, N. B. He had for years conducted a seed and general store at that place.

CULLOM.—Fred Cullom died after a short illness from pneumonia. He was formerly in the wholesale and retail feed, grain and coal business at Frankfort, Ind.

FESLER.—F. J. Fesler died on June 22 at Nutter Fort, W. Va. He had for years conducted a feed business at Grasselli, N. J.

HACH.—Henry Hach died aged 69 years. He was formerly a member of the firm of Charles E. Lewis & Co., Minneapolis.

HILLE.—Joseph E. Hille died on June 7 at his home near Evansville, Ind. He for years conducted a grain business and elevator at Rahm's Station in Vanderburgh County. His widow and three children survive him.

KUNZ.—Otto J. Kunz died on June 14 aged 48 years. He was vice-president of the Kunz Grain Company of Wesley, Iowa.

MARSHALL.—Frank Marshall died on July 2 at Evanston, Ill. He had been a member of the Chicago Board of Trade for 40 years.

OWEN.—David G. Owen died on June 28 at Milwaukee, Wis., aged 70 years. He was president of Owen Bros. & Co., grain merchants and a member of the Milwaukee Chamber of Commerce since 1886. For several years he had not been active in the grain business although holding the presidency of the firm. His widow and three children survive him.

PARKER.—George H. Parker died on June 10. He was a grain dealer of Danvers, Mass.

SCHLOSSER.—Henry Schlosser died recently. He was a pioneer feed dealer of San Rafael, Calif.

SEHLINGER.—Anton Sehlinger, president of the Sehlinger Grain Company of Belleville, Ill., died aged 90 years.

STICHEL.—Edward H. Stichel died on June 29 at Buffalo, N. Y. He was secretary and treasurer of Spencer Kellogg & Sons, Inc., of Buffalo and had been with that company for 19 years. He was 64 years old.

WELSH.—Robert A. Welsh died aged 65 years. He was for years a member of the Baltimore (Md.) Chamber of Commerce.

YARROW.—George Ridley Yarrow died following an operation at Philadelphia, Pa. He was the oldest member of the Commerce Exchange and retired from active business about 15 years ago.

## FIELD SEEDS

(Continued from Page 45)

heavy this year because of the delay to planting occasioned by rains and river overflows, found the Mt. Vernon Milling Company at Mt. Vernon, Ind., in position to supply the demand. Between 800 and 1,000 bushels of seed corn was sold late in the season by this well known concern, according to Nelson Kelley, manager. Much of the seed corn sold by this company, was sent to farmers at a great distance.

Ralph Kenney, a crops field agent for the Kentucky College of Agriculture at Lexington, Ky., is of the opinion that it is poor economy to change from soybeans to cowpeas just because cowpea seed is cheaper in price. The saving of 50 cents or \$1 per acre in the cost of the seed will mean a half to three-quarters of a ton less hay per acre, in his opinion. Comparative yield tests made in the southern states, including Kentucky for the past 15 years, show a greater yield of soybean hay than cowpea hay. In addition, soybeans are more drouth resistant, will come up in water-logged soil, where cowpeas often rot.

Wheat threshing is practically over in Indiana. Many of the fields averaged as high as 30 bushels to the acre, while on the other hand, many of the fields did not average more than five bushels to the acre. In many counties in southern Indiana the average yield was not over 10 to 12 bushels to the acre.

Around Hillisburg in Clinton County, Ind., there are 300 acres of wheat, all pure Michigan amber variety and practically free from loose-smut, constituting Indiana's first smut-free area. In this area of four square miles, there are but two fields that have a little more than 1 per cent of smut. The others have only a trace of the disease. J. M. Hillis, Virgil Bernau, J. S. Snyder and son, W. E. Bailey and son, Daniel Newton, Charles Spurgeon and Arthur Smith are the farmers who are co-operating with Purdue University at Lafayette,

Ind., to clean their fields of this disease.

William Carter Kindermann, son of Charles Kindermann, of the William Kindermann's Sons, retail seed dealers at Boonville, Ind., and associated with his father in the business, and Miss Martha Cathryn Helmbock were married recently.

John K. Jennings, head of the Diamond Feed Company of Evansville, who is making a tour of Europe this summer, has written cards to several of his friends from Switzerland, saying that the United States could learn a great deal from the little Swiss republic in the matter of being courteous to tourists.

The county agricultural agent in Gibson County, Indiana, is urging the farmers of that section to plant more Alfalfa this year, pointing out that this is one of the most profitable crops raised on the farm. Many of the farmers have declared their intention of following the advice.

### THE NEWSPAPER TEST FOR SEED CORN

Due to the generally poor condition of seed corn this season, the Wisconsin College of Agriculture is making every effort to impress upon Wisconsin farmers the necessity of testing their seed corn before planting.

One of the suggestions made by A. H. Wright, agronomist at the college, is that a copy of a newspaper can be used as a corn tester. This process described by him is as follows:

"Take three or four sheets of common newspaper and tear into strips six inches wide; soak thoroughly by working the sheets of paper with the fingers in water, then gently open and straighten the wet sheets; place 50 grains of the corn to be tested on the top of three wet sheets, cover with three more wet sheets, pressing down firmly; roll the wet sheets containing the corn into

a fairly firm roll, tie at both ends with strings and set the jar in a warm place, such as in the kitchen cupboard or on top of the warming oven.

"In five to seven days the seeds will have germinated sufficiently so that it is easy to see the percentage of kernels that will grow when placed in the ground. The newspaper test may be used for any farm crop, such as small grains, sugar beets and peas, although it is not recommended for small seeds as Clovers and grasses."

### IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Federal Seed Act.

Kind of Seed—	June		July 1, 1926	July 1, 1925
	1927	1926	to June 30, 1927	to June 30, 1926
Alfalfa .....	24,600	177,800	*5,133,700	4,548,300
Awnless bromegrass .....				11,000
Canada bluegrass .....		2,800	881,700	233,700
Kentucky bluegrass .....			22,400	
Alsike clover .....		7,000	4,163,200	10,989,400
Crimson clover .....		325,000	2,385,000	5,765,500
Red clover .....	1,400	80,600	*10,816,100	19,725,200
White clover .....	\$40,300	64,100	974,700	1,666,400
Clover mixtures .....		100	23,500	121,800
Meadow fescue .....			16,200	13,300
Grass mixtures .....				100
Foxtail millet .....				125,400
Orchard grass .....		82,700	260,300	253,000
Rape .....	\$155,900	182,100	6,787,500	6,526,300
English ryegrass .....	\$93,800	25,700	1,202,800	2,301,600
Italian ryegrass .....		11,100	833,200	1,683,200
Timothy .....		100	45,200	2,900
Hairy vetch .....	\$162,500	321,300	2,123,900	3,986,200
Spring vetch .....	53,500	230,000	992,100	1,602,800
Hungarian vetch .....			76,400	

The Seed Laboratory of the Bureau of Plant Industry reports the following imports for forage plant seeds not subject to the Federal Seed Act.

Kind of Seed—	June		July 1, 1926	July 1, 1925
	1927	1926	to June 30, 1927	to June 30, 1926
Bentgrass .....	21,500	800	537,000	*343,500
Biennial white-flowered sweet clover .....		60,500	4,129,900	5,879,000
Biennial yellow-flowered sweet clover .....		3,800	174,400	502,200
Canary grass .....			1,100	6,600
Carpet grass .....	3,000	2,200	3,000	14,600
Crested dog's-tail .....	2,200		18,100	39,200
Chewing fescue .....	103,000	112,500	953,600	654,900
Other fescues .....	15,000		383,600	1,042,500
Meadow foxtail .....			100	300
Molasses grass .....				80,500
Hair grass .....				2,200
Lawn grass mixt. ....		1,000	1,000	18,100
Redtop .....		3,500	3,300	66,700
Rescue grass .....				3,100
Rhodes grass .....	2,000		10,200	21,100
Rough-stalked meadow grass .....	11,100	4,400	170,300	75,100
Sainfoin .....				900
Sweet vernal grass .....			500	1,900
Tall oat grass .....			1,100	400
Tall paspalum .....	500	1,000	1,000	1,000
Velvet grass .....			14,500	8,200
Wood meadow grass .....	1,000		23,700	39,700
Yarrow .....			300	100
Japanese millet .....			1,900	

\*22,600 pounds from Germany, 10,900 pounds from Poland 6,800 pounds from New Zealand.

†90,100 pounds from Japan, 33,000 pounds from Holland, 32,800 pounds from Germany.

‡All from New Zealand.

§96,500 pounds from Germany, 49,800 pounds from Latvia, 10,500 pounds from Poland, 5,700 pounds from Sweden.

¶123,400 pounds Alfalfa seed to be permitted entry after staining—not included.

‡67,600 pounds Red Clover seed to be permitted entry after staining—not included.

¶Of this amount 15,700 pounds were imported subject to the Federal Seed Act, prior to May 26, 1926.

¶Of this amount 3,200 pounds were imported subject to the Federal Seed Act, prior to May 26, 1926.

### SEED PROSPECTS GOOD IN BADGER STATE

By C. O. SKINROOD

The prospects for seed crops in Wisconsin are exceptionally good according to the information supplied by the leading Milwaukee handlers. They find that both Alsike and Red Clover have made a remarkable growth, the stands are reported as heavy and well developed and if the season continues favorable to the end, a heavy yield of seeds in these lines is looked for.

The cool, long drawn out spring with enormous amounts of rainfall were ideal for the production of a big seed crop, according to the leading Milwaukee dealers. Emphasis is placed on the wide stooling of plants and the thickness of the stalks on the ground as indicating that the yield of seeds should be exceptional this year.

The White Clover crop is described as only about normal when compared with the big yields in prospect in Alsike and Red Clover. This White Clover crop does not seem to have profited so much by the conditions which aided other seed crops.

A large sale of the late grown seeds is reported by the seedsmen of Milwaukee who say that the late growing season, with planting going on almost all summer, had a marked effect in stringing out the sales of seeds until late in the summer. This late selling helped to make the total seed volume of the 1926-1927 season quite large despite the



disappointment early in the season when seed buying was on a very limited scale.

Despite a large trade in Sweet Clover and Alfalfa, two of the seeds that are most in demand here, there is some carry-over in these two lines. The Alfalfa buying of this year did not seem to be up to normal, at any rate the normal rate of growth was not shown, so that as a result there is more of this seed left than is usually the case. The Sweet Clover supply was large in anticipation of an exceptionally big buying demand as Wisconsin has been turning to this crop in the last year or two on an enormous scale. Here again the rate of growth appeared to have been over estimated. Other lines of seeds, like Red Clover and White Clover, were pretty well cleaned up, the dealers say. Timothy was in liberal supply the entire season, hence there was some of this seed left as it was expected there would be.

Trade in seeds is largely normal at this time and hence there is a wide range in quotations offered. Dealers, however, predict that there should be an important slump in the seed market by fall, at least in Red Clover, Alsike and Sweet Clover as a result of larger than normal supplies of seeds. It is believed also now that the high level of seed prices for the winter and spring season had much to do with disappointing sales in some lines.

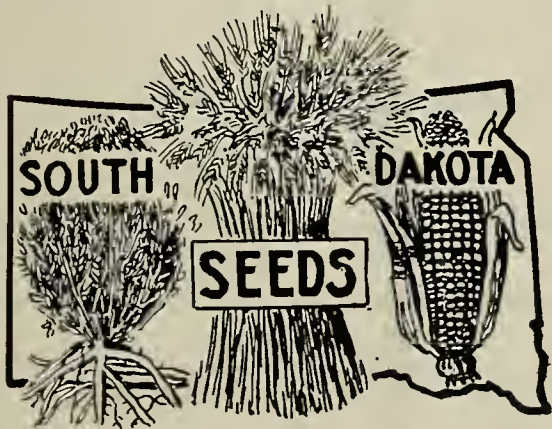
Dealers report it was very noticeable at all times that buyers were switching their orders to put emphasis on the lower priced seeds. Dealers declare that a more normal level of seed prices will put the trade back in a much healthier condition and help to increase the demand.

Wisconsin seed corn may prove to be a solution for the corn borer pest, it is stated as a result of experiments being made. In experiments made in Ohio it was found possible to plant the corn after July 1 when the corn borer stops laying its eggs. The corn that matured before the frost, when planted late under these conditions was the Wisconsin Golden Glow developed by Prof. R. A. Moore. This corn was tried in contest with hundreds of varieties from various parts of the United States and Canada. Fast ripening corn was the demand made in these experiments and the Wisconsin corn has been developed to meet these needs.

#### NEW SEED TRADEMARKS

The following new seed trademarks were published in recent issues of the *Official Gazette* of the United States Patent Office: "CELLOPHENE" seeds. I. L. Radwaner Seed Company, Inc., New York, N. Y. Filed February 16, 1927. Serial No. 244,470. "GREENWAY" lawn and grass seeds. William G. Scarlett, doing business as Wm. G.

**GREENWAY**  
"CELLOPHENE"



Scarlett & Co., Baltimore, Md. Filed January 8, 1927. Serial No. 242,551. "SOUTH DAKOTA SEEDS" farm seeds such as Alfalfa, Sweet Clover, soy beans, corn, wheat, oats, barley, flax, millets, sorghums and grass seeds. The South Dakota Crop Improvement Association, Brookings, S. D. Filed January 5, 1927. Serial No. 225,525.

#### SEED MOVEMENT ESTIMATED

The movement of field seeds in the coming three months will be lighter than in the corresponding period last year by from 15 to 20 per cent, shipping forecasters of the Midwest Shippers Advisory Board suggested at the meeting of that organization in Green Bay, Wis., July 13. Illinois, Iowa, Wisconsin, and parts of Indiana and Michigan are included in the area for which the forecast was made.

The movement of new crop seed to the terminal

markets will begin in about a month, and the actual volume will depend upon the outcome of the harvests. It is anticipated that the movement will be about 85 per cent as large as a year ago, with the possibility, of course, of weather conditions bettering the situation.

#### SOUTHERN SEEDSMEN ELECT

At the ninth annual convention of the Southern Seedsmen's Association, held on June 23 at Nashville, Tenn., the following officers were elected: President: Duncan Fort of Nashville; W. H. Hall, Louisville, first vice-president; A. C. Reid Venable, Richmond, Va., second vice-president; Frank S. Love, New Orleans, La., secretary; A. W. Tibbitts, Chicago, assistant secretary; Ray Hastings, Atlanta and M. J. Yopp, Paducah, Ky., members of the Executive Committee.

#### N. D. PURE SEED LAW AMENDED

The North Dakota State Legislature has amended the Pure Seed Law of that state so that the tag or label shall show:

First—The commonly accepted name of the kind and variety of seed.

Second—The full name and address of person or persons, firm or corporation, selling, offering or exposing the seed for sale.

Third—The percentage of germination and the date of last testing of all seed corn, Sweet Clover, Red Clover and Alfalfa seed.

Fourth—The name of the county and the state where grown, in the case of seed corn, or the name of the state where grown in the case of Alfalfa seed.

This act was declared an emergency act and is, therefore, now in force.

#### ALFALFA SEED MUST BE COLORED

The announcement has been made that Alfalfa seed grown in South America is not adapted for agricultural use in the New England, Middle Atlantic and Middle Western and Western States, but may be satisfactory if used in certain of the Southern States. Consequently it has been ordered by the Secretary of Agriculture that on and after July 2, 1927, Alfalfa seed grown in South America will be permitted entry into the United States only if at least 10 per cent of this seed is stained an orange-red color.

The question of the adaptability of South American seed in the United States has been under discussion since November 15, 1926, when the public hearing was held.

In accordance with the provisions of Section 5 of the Federal Seed Act, 90 days after the date of this determination, seed of Alfalfa grown in South America will be prohibited entry unless at least 10 per cent of the seed in each container is stained an orange-red color.

#### NEW PLANT MARKS PROGRESS

On January 1, there opened for business in San Benito, Texas, a new seed house, the property of the Roy E. Clark Seed Company which has been in business there for six years, which marks better than anything else could the progress which this company has been making and the high regard in which it stands among the farmers of the vicinity.

The company was organized by Roy E. Clark, who before he entered into the business of retailing seeds had himself been a farmer, understanding the requirements of the grower better because of it. He went to San Benito 14 years ago and farmed for two years. In 1914 he became associated with the I. G. Adamson Company and remained with this produce and seed firm for four years. At the outbreak of the World War, Mr. Clark enlisted and went to France where he remained until the close of the war in 1918.

When Mr. Clark arrived in San Benito after Armistice he found his old position waiting for him and he remained with the Adamson company until 1921 when he opened a store for himself. The business grew, after a year or so of hard pulling, until he was compelled to rent an additional warehouse in San Benito.

In the fall of 1926 he felt the need for greater storage and handling facilities and let the contract for a structure 150x50 feet which was just finished the first of the new year. It has many features which facilitate the prompt handling of seeds—one

of these is a railroad siding which Mr. Clark built at his own expense. The various products handled by Mr. Clark can be well displayed in the new establishment and everything is arranged to make order filling easy.

In addition to seed, Mr. Clark also sells other farm necessities, including incubators, flower seeds, hampers, bags, crates, vegetable seeds, etc.

With the opening of the new plant, the Roy E. Clark Seed Company can look forward to increasing prosperity.

A seven-story elevator addition will be built to the L. Teweles Seed Company of Milwaukee, Wis.

Property at Jefferson, Wis., has been bought by the Spangler Bros., seed dealers, who will use it for a seed store.

J. M. Lupton & Son Company, a seed firm of Mattitick, N. Y., is going to build a brick and tile building at Mt. Vernon, Wash.

On September 1, Earl M. Page goes with the Corneli Seed Company of St. Louis, and will assist in the development of the garden seed department.

K. P. Christman is now with the Sherman Feed & Seed Company at Sherman, Calif. He was formerly with the Germain Seed & Plant Company of Los Angeles.

The interests of L. H. Hitchcock & Son at Nashville, Tenn., have been bought by the Dodson-Hicks Seed Company of Nashville, Tenn., which organized July 1926.

Richard Langdon is now associated with the Hickey Bros. Company, Inc., of Ventura, Calif., seed dealers. He was formerly with the Hogue-Kellogg Company of Ventura as secretary.

Articles of incorporation have been filed for the Kentucky Bluegrass Seed Warehouse & Storage Company of Paris, Ky. Woodford Spears, Edward F. Spears and Charles S. Spears are interested.

The Wilson & Sons Bluegrass Seed & Storage Company has been incorporated at Paris, Ky., capitalized at \$5,000. James S. Wilson, his sons, James S. and William J., Jas. D. McClintock and S. T. Wilson are interested.

The Andrews-Burri Seed Company is succeeded in business at Kansas City, Mo., by the Mid-West Seed Company. C. C. Andrews, W. C. Lesch and A. R. Watson formerly of the T. Lee Adams Seed Company will be active members of the new company. A. L. Burri will have charge of the grass and field seed department.

**PURCELL SEED COMPANY**  
EVANSVILLE, INDIANA  
*Buyers and Sellers Field*  
*Seeds*  
WHOLESALE ONLY

**COLORADO**  
**ALFALFA MEAL**

All Grades and Grinds.  
We specialize on Fine Ground for  
Poultry Mash.

**Lamar Alfalfa Milling Co.**  
Lamar, Colorado

**When "SEEDY"**

Try

**C. A. King & Co.**  
GRAIN AND SEED DEALERS  
Toledo, Ohio

Like Billy Sunday, we deal in both  
cash and futures, Toledo and Chicago  
Born 1846 Read Our Boy Solomon

**SEEDS** BETTER SEEDS; BETTER CROPS  
**PRUNTY SEED & GRAIN CO.**  
9 South Main St. SAINT LOUIS



**BUYERS—SELLERS, FIELD SEEDS**

**ED. F. MANGELSDORF & BRO.**

Wholesale Field Seeds

First and Victor Sts., St. Louis, Mo.



## Hay, Straw and Feed

(Continued from Page 38)

turers were again offering this feed at the "grass price" at Buffalo which is sharply under the figure secured by resellers a week ago and manufacturers in the central west were quoting prices on this basis for limited amounts.

Hominy feed was generally easier, reflecting the lower prices for corn. Demand was slow at Philadelphia and offerings by both mills and resellers were liberal at Buffalo. Prices declined about \$1 at Chicago but held steady at Omaha although demand was slow at that point.

Alfalfa meal ruled lower. Dealers were making slight concessions at Chicago and prices declined at Omaha on a limited volume of trading.

Quoted July 6, 1927: Standard Spring wheat bran Minneapolis \$25; Buffalo \$29; Chicago \$27.50; Philadelphia \$32.50; Soft Winter wheat bran, St. Louis \$27; Cincinnati \$30; Atlanta \$34. Hard Winter wheat bran Omaha \$25; Spring middlings Minneapolis \$29; Buffalo \$31; cottonseed meal 43% Chicago \$43; Memphis \$39, 41%; Philadelphia \$44, 46%; Atlanta \$35. Linseed meal Buffalo \$45.50; Minneapolis \$45.50. Gluten feed, Buffalo \$35; Chicago \$31.10. Hominy feed, white, Buffalo \$38; Philadelphia \$40; Chicago \$35.50; Omaha \$36; Alfalfa meal No. 1 Chicago \$25.75; Atlanta \$33.

### HAY MARKET STEADY

The Martin Grain Company, St. Louis, Mo., in its letter of July 11 says:

The market on old Timothy hay continues to rule steady on No. 1 and good No. 2 only, the ordinary No. 2 and lower grades are dull and slow. New Timothy is beginning to be offered, in fact it is in quite liberal receipt today. There is very little demand for new Timothy here at this time, in fact, in many cases it is difficult to place due to the extreme light local and shipping demand. A good deal of new hay is arriving here heating which is making it more difficult to handle.

Light Clover Mixed hay steady on No. 1 old Light Clover Mixed hay, new Clover Mixed hay is dull and slow.

Now heavy Clover Mixed hay is being offered and is very dull.

New pure Clover is also in liberal receipt with a very limited demand.

Alfalfa market is steady on good No. 1 Alfalfa suitable for dairy trade but the medium and lower grades are in liberal supply and very hard to sell.

Prairie hay market quiet, demand being very limited.

### HALF OF FEEDS TESTED FAIL TO MEASURE UP TO TAG GUARANTEES

Announcement of the official feed analyst's report in North Dakota has been made for the past year, and the tabulated results show that about 50 per cent of all branded feed samples submitted failed to pass the test of their own guarantees, being either deficient in protein or fat, or excessive in crude fibre. Methods of the official analysis were those prescribed in the second edition of "Official And Tentative Methods of Analysis of the Association of Official Agricultural Chemists."

Among the feeds marked "illegal" by the state chemist are a growing mash, and starting feed of the G. E. Conkey Company, Cleveland, Ohio; a molasses feed of the Ralston-Purina Company, St. Louis, Mo., a digester tankage, bone meal and meat and bone scraps of Swift & Co. The "Poultry Panacea" of Dr. Hess & Clark, Ashland, Ohio, was also found to be deficient when checked against the label.

### HAY MARKET DULL

In its market letter of July 11, the Toberman Grain Company, St. Louis, Mo., says:

Receipts of hay continue to be liberal. Market exceedingly dull on all grades, and lower values ruling especially on the medium grades and difficult to place at satisfactory figures.

No Clover arriving. Market dull, prices in buyer's favor. Low grades are neglected.

Alfalfa arrivals free. Market altogether in buyer's favor. Medium grades are very hard to sell.

Prairie demand light. Market slow and dull and in buyer's favor. Old Prairie impossible to sell.

No demand for new hay even \$2 lower than old hay.

### NEW FEED BRANDS

"MADE RITE" stock and poultry feeds. The Kansas Flour Mills Corporation, Kansas City, Mo. Filed April 12, 1927. Serial No. 247,321. Published May 24, 1927.

"HUNTER" horse feed and mule feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,853. Published May 31, 1927.

"PINTO" horse feed and mule feed. Grain Belt (Continued on Page 54)

## Miscellaneous Notices

### FOR SALE

Site of the Farmers' Elevator Company at Elkhart, Iowa; also good double crib of 9,000 bushels' capacity. If interested, write or call. GEO B. VOLZ, SEC'Y, Elkhart, Iowa.

### POSITION WANTED

As miller in corn goods and feed mill where all kinds of mill feed, corn meal, grits, poultry and dairy feeds are manufactured. Am experienced in this line of milling, also repairing and millwright work. K., Box 3, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

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## For Sale

### MACHINERY

#### ATTRACTIVE PRICE

Six mustard belts for sale, all in good condition. BROOKS ELEVATOR COMPANY, 109 Chamber of Commerce, Minneapolis, Minn.

#### FOR SALE

One 18-inch Sprout-Waldron Attrition Mill, ball bearing, belt driven, with shaft and pulleys complete. In first class condition. CHAS. F. NABER & CO., Fairmount, Ind.

#### FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

#### FOR SALE

One No. 2 Gruendler Hammer Style Mill Pulley Drive, all complete with new No. 5 Gruendler Blower. Dust collector and six extra screens. Can furnish counter shaft pulley for same, 10x40 diameter, all complete in A-1 shape, \$350. Have 1-4C Howell Roller Mill, four roll, 6x20 rolls, A-1 shape with 16-ft. elevator. Looks like new. Price \$160. HOTTMAN GRAIN COMPANY, Tolstoy, S. D.

### FOR SALE

One Eureka Rich Ring Grader; two scalping machines. Price reasonable. HOAG GRAIN COMPANY, Waukesha, Wis.

### BARGAIN FOR SOMEONE

A five-bushel capacity Richardson Automatic Scale for sale. In perfect condition. CENTER, Box 197, Grand Ridge, Ill.

### FOR SALE—PRICED RIGHT

One 24-inch Dreadnaught Single Head Attrition Feed Grinder, in good condition. Also a few pulleys and two small stands of elevator belt and buckets. LAPEL LUMBER & GRAIN CO., Lapel, Ind.

### FOR SALE

New Unique Mill complete, consisting of cleaner, Beall Corn Steamer, Beall Corn Degerminator, one 450-bushel drier, 20-ft. Caldwell Conveyor, one aspirator, two vertical French Burrs, one small sifter, one large reel, one grinding bin, one sacking bin, seven elevators, extra shafting and pulleys. Daily capacity, 50 to 100 barrels. Can be easily removed. Requires floor space of less than 30 to 40 feet. Will make white flour, corn flour, corn meal, rice meal, barley flour and *most ideal for whole wheat flour*. Cost \$10,000; will sell for \$2,500. Terms, one-half cash, one-half good security at 6 per cent.

MID-CONTINENT MILLING COMPANY, Kansas City, Mo.

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Grain elevator with real estate in exceptional grain section. Established 25 years. No competition. Sales over \$200,000 annually; profits last year \$15,000 net. Account disagreement of partners, business is offered at \$35,000 to include all equipment. SOUTHERN MICHIGAN, Box 6, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

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### FOR SALE IN CANADA

Improved 1,250 acres near Winnipeg, river frontage; shows excellent returns. Price \$50 per acre. D. L. ARNDT, 290 Third St., Milwaukee, Wis.

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Wheat at Buffalo is at a most desirable distributing point for Eastern mills and from Buffalo export grain can be shipped via any Atlantic port as ocean freight is available.

Effective January 3rd, 1927, trading was inaugurated in Domestic Oats, Buffalo delivery. The contract is for No. 2 White Oats, United States Standard with No. 1 White deliverable at  $\frac{1}{2}$ c premium and No. 3 White at  $1\frac{1}{2}$ c discount under the contract price. Buffalo is in the direct line of flow of surplus oats from the Central West, Southwest and Northwest, and as a distributing point for the Eastern Trade is unequalled.

Commissions on all grain are  $\frac{1}{4}$ c per bushel for **non-members** residing in United States and Canada and  $\frac{3}{8}$ c per bushel for **non-members** residing outside of the United States and Canada. Commissions are  $\frac{1}{8}$ c per bushel for **members** residing in United States and Canada and  $\frac{1}{4}$ c per bushel for **members** residing outside of the United States and Canada.

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Dare, E. H., & Co.  
Dreyfus, Louis, & Company

Earle & Stoddart, Inc.  
Field, Albert C., Inc.  
Hansen Produce Co., Inc.  
Jones, M. B., & Co., Inc.  
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Weis, Irving & Co.  
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*Guarantees  
Safety*



(Continued from Page 52)

Mills Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,854. Published May 31, 1927.

"PENNANT" horse feed and mule feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,844. Published May 31, 1927.

"GREENLEAF" dairy feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,846. Published May 31, 1927.

"POINTER" horse feed and mule feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed

bran, middlings, wheat, dairy feeds, salvage grain manufactured from wheat oats, rye, barley, corn, buckwheat, cottonseed and potatoes. White Bros., Scotts, Mich. Filed December 2, 1926. Under 10-year proviso. Serial No. 240,895. Published June 7, 1927.

"GEE BEE MOLASSES LUMPETS" cattle feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed May 7, 1927. Serial No. 248,661. Published June 14, 1927.

"PAX" horse feed, cow feed, chicken feed, sheep feed, pig feed and calf feed. The Colorado Milling & Elevator Company, Denver, Colo., also doing busi-

mashes. Kasco Mills, Inc., Waverly, N. Y. Filed April 1, 1927. Serial No. 246,755. Published June 28, 1927.

"LAND O' LAKES" calf feed, dairy feed, hog feeds, etc. Land O' Lakes Creameries, Inc., Minneapolis, Minn. Filed February 28, 1927. Serial No. 245,014. Published June 28, 1927.

"COMPETITOR" horse feed, mule feed and chicken feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,855. Published June 28, 1927.

"TEMPLAR" horse feed, mule feed and dairy feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,856. Published June 28, 1927.

"DIADEM" horse and mule feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,843. Published June 28, 1927.

"GROWENA" poultry feed. Ralston Purina Company, St. Louis, Mo. Filed May 2, 1927. Serial No. 248,323. Published July 5, 1927.

### Not Subject to Opposition

"SHERMAN WILLIAMS COMPANY" stock feed, namely, chicken feed, oat feed, scratch feed, mash and dairy feed. Alice L. Finke, doing business as Sherman-Williams Company, Temple, Calif. Filed July 26, 1926. Serial No. 235,137. Published and registered July 5, 1927.

### Trademarks Registered

228,629. Feeds (scratch feed). White Grain Company, Duluth, Minn. Filed October 29, 1926. Serial No. 239,449. Published March 29, 1927. Registered June 7, 1927.

229,114. Feed for livestock. Universal Mills, Fort Worth, Texas. Filed February 18, 1927. Serial No. 244,581. Published April 5, 1927. Registered June 21, 1927.

229,597. Stock and poultry feeds. The Coles Company, Middletown, Conn. Filed April 2, 1926. Serial No. 229,541. Published April 19, 1927. Registered July 5, 1927.

229,853. Wheat flour, wheat shorts, wheat bran, wheat cereal breakfast food, and poultry foods: Namely, chick starter feed, growing scratch feed, chick scratch feed, laying scratch feed, growing mash and egg mash. Norfolk Cereal & Flour Mills Company, Norfolk, Neb. Filed March 6, 1926. Serial No. 228,259. Published April 19, 1927. Registered July 5, 1927.



April 22, 1927. Serial No. 247,847. Published May 31, 1927.

"RED BELT" dairy feed. Grain Belt Milling Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,848. Published May 31, 1927.

"BRONCO" horse feed and mule feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,850. Published May 31, 1927.

"MONESAVR" dairy feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed April 22, 1927. Serial No. 247,852. Published May 31, 1927.

"COW BREAD" cow feed. City Mills Company, Columbus, Ga. Filed December 29, 1926. Serial No. 242,093. Published June 7, 1927.

"WHITE'S EUREKA" country flouring mills products, namely, corn, oats, cottonseed, linseed,

ness as the Pacific Seed House, Salt Lake City, Utah. Filed May 7, 1927. Serial No. 248,620. Published June 14, 1927.

"FMA" wheat flour, whole wheat flour, self-rising flour, pancake flour, rye flour, buckwheat flour, Graham flour, cereal breakfast foods, pure wheat bran, dairy feeds, scratch feeds, cornmeal, corn feeds and cake flour. Flour Mills of America, Inc., Kansas City, Mo. Filed February 14, 1927. Serial No. 244,531. Published June 14, 1927.

"PURA" chick feed, dairy feed and chicken mash. Atlanta Flour & Grain Company, Atlanta, Ga. Filed November 5, 1926. Serial No. 239,691. Published June 28, 1927.

"APEX" dairy feed known in the trade as milk-maker, mash with dried buttermilk; poultry feed, namely, scratch grains, baby chick grains and

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Picker & Beardsley Com. Co., grain, hay.\*†  
Prunty, Chas. E., grain and seeds.  
Toberman Grain Co., grain, hay, seeds.\*†

### SIDNEY, OHIO

Chambers, V. E., wholesale grain and hay dealer.\*  
Custenborder & Co., E. T., carlot grain.\*  
Wells Co., J. E., wholesale grain, seeds.\*

### TIFFIN, OHIO

Sneath-Cunningham Co., grain and seeds.

### TOLEDO, OHIO

De Vore & Co., H. W., grain, seeds.\*  
King & Co., C. A., grain and seeds.\*†  
Southworth & Co., grain and seeds.\*†  
Wickenhiser & Co., John, grain dealers.\*  
Zahm & Co., J. F., grain and seeds.\*

### WINCHESTER, IND.

Goodrich Bros., wholesale grain, seeds, hay.\*†

### WOOSTER, OHIO

Wooster Milling Co., grain dealers, operating 11 elevators.\*

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(AND MILL FEED SUPPLEMENT)

Compiled for use of **GRAIN AND MILLING TRADES**

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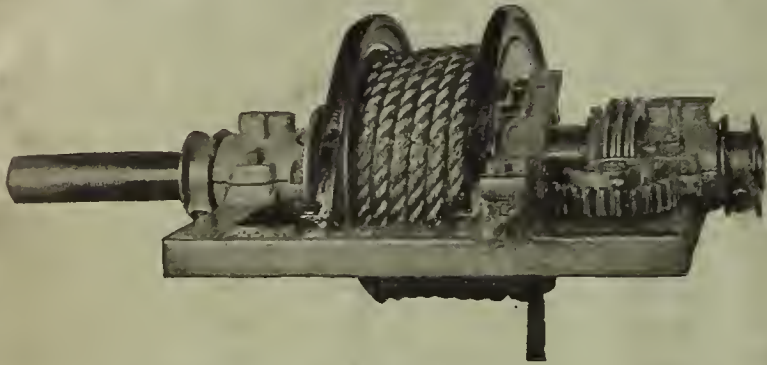
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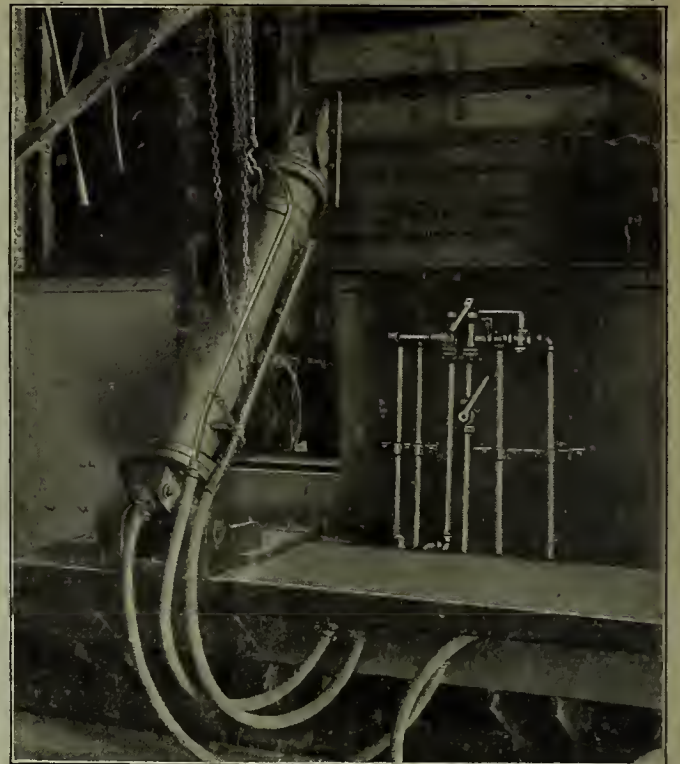
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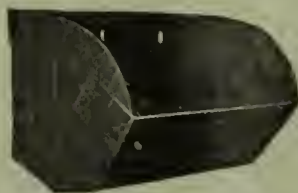
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